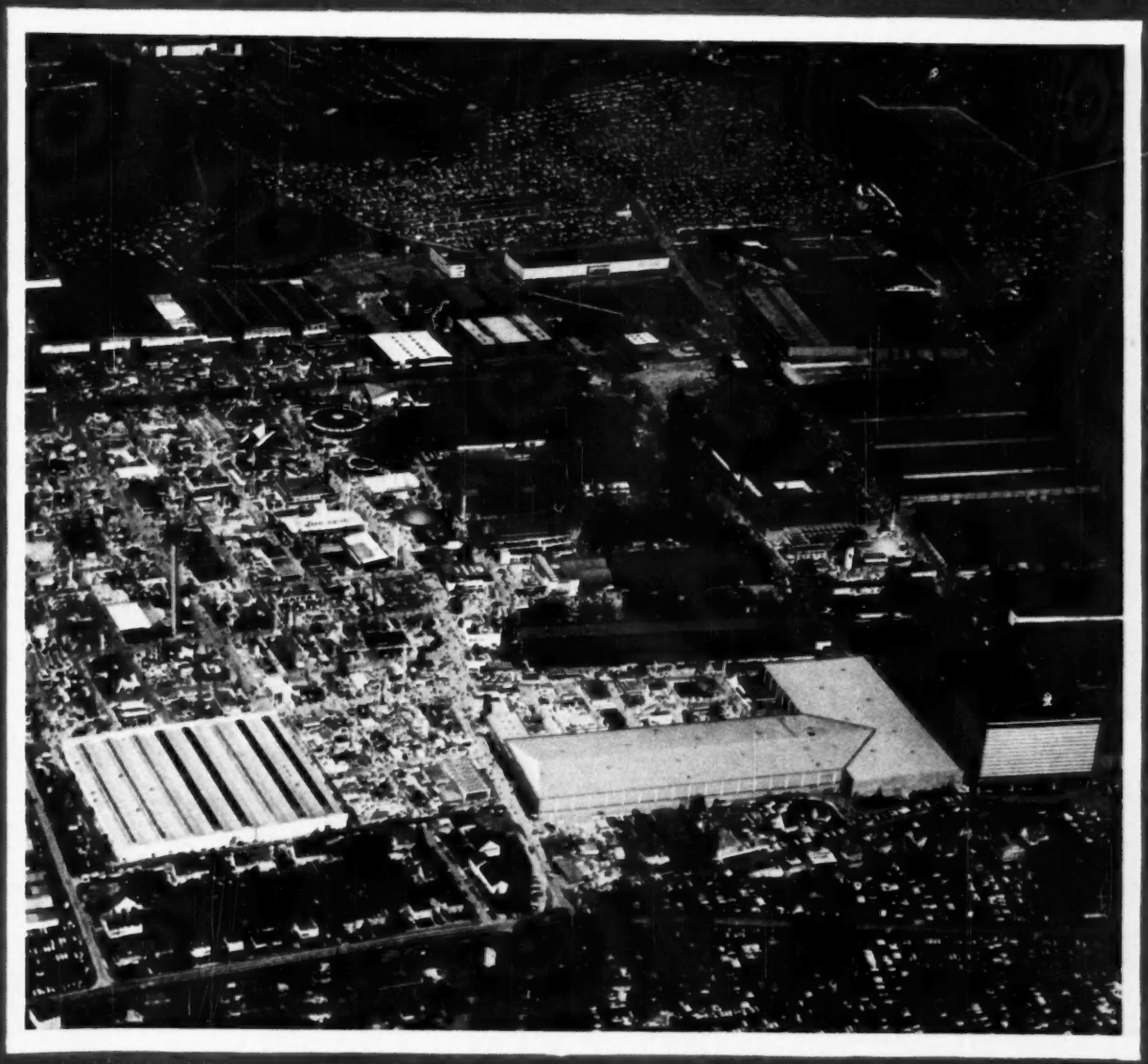
Board of Trade Journal

Volume 186, No. 3509 Published by Her Majesty's Stationery Office 19 June 1964



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VOLUME 186, NO. 3509, PAGES 1321-1368
19 JUNE 1964
PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE £4 12s. 6d.

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Front cover photograph

An aerial view of the world-famous Hanover fairground where 36 British exhibitors took part in the recent German Agricultural Association (DLG) exhibition. (A report of the exhibition appears on page 1343 of this issue.) British firms are recognizing the value of this international event, and if this trend continues, Britain might well be the major non-German participant at the next show in 1966.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2: 423 Oxford Street, London, W.1; 13A Castle treet, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farrington St., London, E.C.4. (Tel. City 3718).

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M Paymaster-General.

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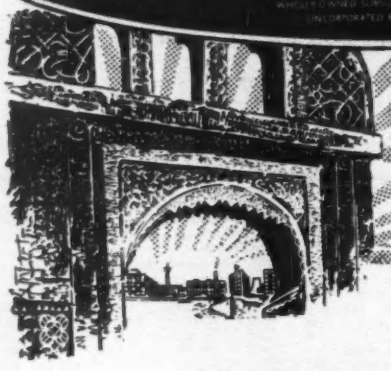

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TRADING WITH THE ARAB WORLD—3.

Opportunities for British exporters in Iraq

BY A. K. ROTHNIE, COMMERCIAL COUNSELLOR, BRITISH EMBASSY, BAGHDAD

British exports to the Middle East have increased considerably in recent years, from £185.2 million in 1953 to £293 million in 1963. Last year, moreover, the increase was at the rate of 15 per cent compared with the previous year, against an increase of 7.5 per cent in Britain's global exports. Nevertheless, our share of the imports of these countries—currently approximately one-fifth—has been declining, in the face of intense competition from both sides of the Iron Curtain.

The Council for Middle East trade, established with the encouragement and support of H.M. Government in January, 1963, has been actively engaged in investigations into prospects in a number of markets, and a Mission sponsored by the Council is currently visiting Syria and Iran as part of a programme of visits to all major markets in the Middle East.

It is hoped that this series of articles in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the Middle East as a whole represents a secure and expanding market for British goods. Previous articles were published May 15 (Saudi Arabia) and June 5 (Sudan).

In 1963 there were two revolutions in Iraq, that of February 8 in which the Qasim régime was overthrown and that of November 18 which brought the present Government to power. It is not surprising that in such a year business activity was at a low level. Complete statistics are not yet available but it is probably true to say that commercial activity was generally 30 per cent less than in 1962. Nevertheless, British trade with Iraq has kept up fairly well. The total value of our exports in 1963 was £17·7 million compared with £20·2 million in 1962.

If political stability can be maintained there is every hope that Iraq's economy will revive and, if the criteria of a worthwhile export market are, first, an ability to pay for goods and, secondly, a desire to buy them, that Britain can play a significant part in that revival.

General

The country is approximately 170,000 square miles in area, dominated by the two river systems of the Tigris and Euphrates. The population which is estimated at about 7 million is largely Arab but there are sizeable Kurdish and Christian minorities. There are over 1 million people in Baghdad, the capital.

Oil

The major oil fields at present are at Kirkuk in the North and at Rumaila and Zubair in the South. Iraq's income from oil has, over the years, increased steadily, apart from the period 1960-62, and is now approximately ID.110 million per annum. Iraq is the fourth highest producer in the Middle East and in the world and her proven reserves are 8 per cent of the world's total. Except for oil, Iraq's mineral resources remain largely unproven although there are indications of iron, copper and other deposits.

Private industry

Industry until now has been mostly on a small scale and in private hands, but it has an important role in Iraq's development plans. The manufacture of cement and brick making are the major industries but others of importance are cotton ginning, the spinning and weaving of cotton and wool (a Baghdad firm now produces a hard wearing carpet wool for which it hopes to find an export market), tanning, a jute plant, date-packing, vegetable oil products, cigarettes, matches, shoes, biscuits, soap and detergents. The soft drinks industry is well-established and there are two major breweries. The Light Industries Company, which produces a range of television and radio sets from British components, has also established a factory producing heating and cooking stoves (kerosene) and has further projects in mind including a domestic electrical wire plant and a tube rolling plant. There is a large number of small factories and workshops producing a wide range of goods including industrial gases, cosmetics, plastics, aluminium domestic utensils, castings, paints and furniture.

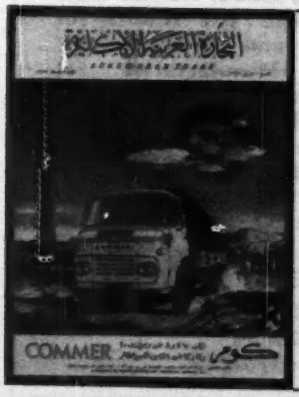
State industry

Government industries include concrete sleeper, canning, shoe and clothing factories (established under the Iraqi/Soviet Economic and Technical Assistance Agreement of 1959), cigarette and medical cotton factories. Factories under construction, or on which work is scheduled to begin (and for which Soviet equipment has been supplied), include cotton textiles, agricultural implements, electrical equipment and pharmaceuticals.

Industrial development

Major government industrial projects of immediate importance for which international companies have been engaged or invited to submit offers include factories for rayon yarn, artificial textiles, woollen textiles, sulphur extraction and paper. Proposals for the establishment of petro-chemical and steel industries are under review and the possibilities of the private development (with government participation) of a tyre plant and a factory making aluminium products are being considered.

(*Continued on page* 1325)



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Agriculture

Iraq's population is mainly rural and it is estimated that 70 per cent of the people depend on agriculture for a living. Iraq is the world's leading exporter of dates which are grown in the central and southern parts of the country. Wheat and barley are the principal winter crops in the North and the central plains, and barley (winter) and rice (summer) the principal crops in the South. Other important crops are tobacco and cotton, but in 1963 these suffered from weather, disease, military operations against the Kurds or a combination of these factors.

Agricultural development

During the past decade much attention has been paid to flood control, water storage, irrigation and drainage and, in addition to major work completed or under construction, further development of water and land resources is under constant review. However, distribution of land under the Agrarian Reform Law of 1958 and other agricultural extension schemes are far behind schedule and there is a danger that the increasing area of cultivable land will be under-utilized because of the population drain to the urban areas.

British exports

British exports to Iraq have declined considerably in the past five years, from £31.1 million (41 per cent of the total import bill) in 1958 to £20 million (16.4 per cent of the total) in 1962 – figures which are disappointing for a period during which Iraq's imports were at record levels for three successive years. Discrimination against certain British goods during a part of that period, the completion of the oil industry's development programme (in which Britain had a major share of the supply of capital equipment and iron and steel products) and the withdrawal of many British consulting and contracting firms from Iraq were major, but not the only reasons for this decline. For the first time in this increasingly price-conscious market British manufacturers, after 1958, were exposed to the full force of competition from East European countries and adjustment to this new factor and the radically changed conditions in Iraq was slow. In 1963, a year of revolutions and changes in the government (see introduction), lack of business confidence and general economic stagnation, Britain was still the major exporter with a total of £17.6 million, a decrease of 12 per cent over the 1962 figure. This, on the estimated figures for our closest competitors, indicates little change in our share of the market. The outstanding British export success of 1963 was the sale of three Trident aircraft in face of severe international competition. It is disappointing, however, in a country where power consumption has almost trebled to nearly 1,000 k.w.h. in ten years and British electrical and allied equipment was once predominant, to record that, since February 1963, the five major contracts in this field went to American, Austrian and German companies.

Development possibilities

Iraq's development programme has languished in recent years, but there are some signs that it has begun to expand again. Large works have been, or are about to be, put out to tender and there is an increasing demand for the services of consulting engineers and consortia offering 'package deal' proposals. The decline of contracting work has left the industry over-equipped, but renewed activity, aided by the high local rate of deterioration of equipment, should lead to a fresh demand. Iron and steel for constructional purposes, steel pipes, electrical plant and textile machinery are amongst the major items which will be required for industrial development within the next few years. British consulting engineers and contractors are showing signs of renewed interest in Iraq and this welcome trend should lead to an increased demand for our materials, plant and equipment.

Trade possibilities

While it is true to say that large cars are mainly in demand, there is a market, especially in view of a recent increase in tariffs which

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penalizes heavier vehicles, for the small economical car. The Continental manufacturers have established a firm hold here, due to the frequent visits of their senior sales and service representatives and close supervision of their agents' facilities. The possibility of the conclusion of an Iraqi/Japanese trade agreement in the near future will almost certainly lead to the removal of the prohibition on the importation of Japanese jeep-type vehicles and this will affect a valuable section of the market which, although predominantly British, has been neglected in recent years. British manufacturers of heavy transport have played an almost negligible part in meeting the large demand created by the development of long distance haulage services. Sustained and substantial efforts by British motor manufacturers are required if they are to improve their position in the various sections of this particular market.

There is an important market for agricultural machinery and equipment in Iraq in which British goods have the major share. New types of machinery have to be approved by the authorities before they can be put on the market and agents are bound by law to maintain extensive servicing and spares facilities. British manufacturers are well placed to take advantage of the potential created by the development of irrigation projects, and co-operatives, the establishment of stations for hiring machinery and equipment, and the granting of loans to small farmers.

The market for cotton textiles and piece-goods is largely shared by the Peoples Republic of China, Japan and the Eastern bloc countries, because of their cheap lines with which British manufacturers cannot compete. Britain is the traditional supplier of top class woollens and worsteds, but recent price increases in Britain will require extra efforts by manufacturers to maintain their predominant position in this market. In general, the market for consumer goods is a steady one but a large part of the demand is for the cheaper class of goods in which British manufacturers find it hard to compete. The growth of demand for better quality goods is slow. Here, as in other fields, price and delivery dates are most important factors.

Advice to exporters

Firm prices, fulfilment of delivery dates, and especially in the case of government tenders, strict adherence to contract specifications are essential requirement for successful business in Iraq.

The importance of personal contacts in this market cannot be over-emphasized. Good agents alone cannot secure good business without the support and interest of their principals, nor can the potential of any market be assessed merely by correspondence. Visits by experienced sales executives are necessary to establish and maintain goodwill (with customers as well as with agents), to achieve proper selection of agents and to develop a proper appreciation of the conditions affecting the markets, not least the extent of foreign competition. If a personal visit to Iraq is impossible, consideration should be given to arranging joint representation with firms who have complementary interests. Travel schedules should be as elastic as possible to allow extra time in Baghdad if necessary. If the visit is made on an eastbound journey, the possibility of following it up on the return journey should be borne in mind.

Where after-sales service is required, good agents are difficult to find as there is not only a shortage of technicians but also of administrative and stores staff. Manufacturers should insist on adequate stocking of spare parts but should also co-operate in the training of the staff necessary for the servicing required.

Mr Edward Heath surveys progress of UN Conference on Trade and Development

SPEAKING AT the close of the United Nations Conference on Trade and Development at Geneva on June 16, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that this was the most important conference that has ever met to consider the problems of international trade and economic development.

'After three months of hard and sometimes anxious work it has achieved success.' He said: 'At an earlier stage I said that we could not expect the conference to solve, in the short period of 12 weeks, all the problems facing developing countries; that the conference should be regarded rather as a stage in a continuing effort; that it should be judged by whether or not international policies on trade and development are seen to be moving in the right direction.

'From this point of view the conference has unquestionably been successful.'

In a review of the achievements of the conference he said: ' We have been able first of all to agree on a comprehensive recommendation on exports of manufactured goods from developing countries including the elimination or reduction of tariff barriers.

'At the same time we have reaffirmed the principle that developed countries should not expect reciprocity from developing countries in negotiations for the reduction or removal of barriers to trade.

'Some among us may be disappointed that the conference did not agree on the immediate introduction of a system of preferences for the benefit of developing countries. But we must recognise that more work must be done to resolve the doubts which some governments still harbour about the principles involved and to devise a practical system to give effect to them'.

Referring to trade in primary products the Secretary of State said that, not surprisingly there were marked differences of approach to this question, which had not yet been reconciled.

He felt that however great the differences of approach may appear in general debate he believed that they might well prove to be much more easily reconcilable in practice when dealing with particular commodities.

A number of important recommendations on development and aid, had been accepted and the Secretary of State referred to three of them in particular.

'First', he said,' there is a widely endorsed recommendation covering many aspects of the subject. Taken together with the recommendation on growth and aid this could form a new charter for international co-operation in development. This second recommendation recognises the urgent need for accelerated growth in developing countries. It emphasises the efforts to be made by developing and developed countries alike.

'In particular, the latter have undertaken to do their best to provide at least one per cent of their national income in aid and other capital flows to the less developed countries. The third is the recommendation which includes the initiative taken by my delegation on supplementary financial measures. This is intended to deal with problems arising from adverse movements in export earnings which disrupt development programmes. We are glad that all the developed countries with market economies found it possible to accept it'.

Continuing, the Secretary of State said that on some questions related to invisible trade agreement it was not so far-reaching.

Two matters of particular interest to the British Government were insurance and shipping. He understood the desire of many developing countries to build up these activities and to see the savings generated by insurance used as far as possible to develop their own economies. He believed however that insurance and re-insurance business generally needed to operate on an international basis. It was important that insurers, should not be subject to restrictions or controls which were against the interest of the policy-holders.

The Secretary of State reaffirmed the United Kingdom support for the multilateral aid programmes of the United Nations.

'Just before this conference opened', he said, 'Parliament passed an Act enabling Britain to contribute a further $96 million over three years to the International Development Association. We shall be ready to contribute our fair share when the funds of the association need further replenishment.'

The suggestions for supplementary financial measures, sponsored by the United Kingdom and Sweden, would involve additional resources

and extended functions for the IDA. In addition, HM Government had decided on four further measures.

(i) To increase the contribution to the Special Fund and the Expanded Programme of Technical Assistance for 1965.
(ii) To support an increase in the UN Budget making possible an expansion of the activities of the UN Secretariat in the field of industrial development.
(iii) To provide capital assistance to the African Development Bank at the appropriate time.
(iv) To examine sympathetically the possibility of assisting other regional development banks, including the Inter-American Development Bank.

The Secretary of State confirmed that, the establishment of continuing institutions, seemed to many delegates to be the most important single issue before the conference. The proposals which had been worked out were capable, of providing effective machinery for carrying further the work which this conference had begun. The procedural issues were to be examined and would be settled by the General Assembly of the United Nations. He looked forward to an organization that would contribute effectively to our common prosperity.

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, chats with a technician at the Wilkinson Sword factory, Cramlington, during his recent visit to the North-east.

Bright future for the North-east

—Mr. du Cann

SPEAKING AT THE THIRD annual general meeting of the North East Development Council in Newcastle-upon-Tyne on June 12, Mr. Edward du Cann, Minister of State, Board of Trade, said that he was confident that things would really 'begin to hum' in 1965. 'Like you,' he added 'I have every confidence in the North-east. I believe that the future is bright.'

Continuing the Minister said that there was already heartening evidence of substantial improvement. In March this year the rate of wholly unemployed was 3.7 per cent. This compared with 5·7 per cent in March of last year. By May the rate had gone down still further – to 3·3 per cent but 39,000 people were still unemployed in that month. This was still too high a figure. There was no cause for us to slacken our efforts. But it was encouraging to see that the trend was so firmly in the right direction.

In the year ending March 1964, added the Minister, the Board of Trade issued i.d.c.'s involving nearly 5 million sq. ft. of production space, and an additional 15,500 jobs in the North-east. This progress continued. I.d.c.'s issued in the first week of June exceeded in number and in prospective employment, the total issue of i.d.c.'s in the whole of the month of June last year.

'Jobs in prospect now number nearly 32,000, compared with 18,000 this time last year. Figures like this, and a close look at the list of projects now being undertaken, must convince even the most sceptical that a solid measure of progress has been achieved. But I have no need to remind you that the Government are not complacent. The momentum is not slackening and will not slacken. As you know, we have given in the White Paper an assurance of continuity of policy which will ensure that the pace will not falter while there is still a job to be done. Many of the proposals in the White Paper were of a long-term nature, and will have their beneficial effects in the future. This is as it should be. After all, we are planning ahead. But the programme is already under way.'

North-east's progress report 1963-64

At a Press conference in London on June 10 to discuss the third annual report, Mr. George Chetwynd, director of the North East Development Council reviewed the 'considerable progress' made in the area during the past year.

He said: 'Since March of last year the North-east economy has been moving through a period of recovery, and if that recovery is maintained until the autumn, then we should have regained the ground lost since the recession began in 1961. If the recovery keeps on after autumn, then we shall be making real progress and we can even get to a lower level of unemployment than was established in 1956.

'Conditions are set fair for this. The loans and grants of last year's Budget are encouraging investment at a healthy rate. There is substantially increased activity in most industrial sectors. Industrial, hospital and educational building, housing and road programmes are making increased demands upon the construction industries. Moreover, there is a better position within the older sectors of industry where in the past, decline in employment offset what was gained elsewhere.'

Mr. du Cann speaks to non-ferrous scrap metal merchants

MR. EDWARD DU CANN, Minister of State, Board of Trade, speaking at the annual luncheon of the National Association of Non-Ferrous Scrap Metal Merchants in London on June 10, said that the Board of Trade had been concerned with an important part of the industry's business – the export of non-ferrous scrap. He said that some little time ago the Board of Trade achieved relaxation in the export controls in this field.

Continuing, the Minister of State said it was true that the Board of Trade did not find it possible to widen the scope of the Open General Licence which allowed the export of certain types of non-ferrous scrap, but it had announced that in certain circumstances it was possible to licence more freely some types of wire scrap.

'I am sure that you understand the position the Government finds itself in in the matter of scrap export control. Like you, we want to see exports running at a high level; but we would not wish it – nor I am sure would you – to be at the expense of users in this country, many of whom convert scrap into goods for export. This is of course an international problem. As you know, it has been discussed from time to time at the Special Committee for Non-Ferrous Metals of the OECD. It has not been possible, however, to make substantial progress in this forum, because one of the principal users of scrap – Japan – has not hitherto been a member of OECD. She now is a member, however, and it is our intention later this year to consider along with the other

(Continued on next page)

FBI inquiry into industrial export trends

THE FEDERATION of British Industries have conducted their 20th inquiry into industrial export trends. Sixty per cent of the 651 replies analysed, indicated that the level of output had risen during the past four months and just under 60 per cent reported a rise in the rate of total orders. This was above the highest previous figure of 54 per cent in February 1960.

members of OECD whether we can work out more liberal multilateral arrangements. Arrangements which will be acceptable to members of your organization, to the users whom you supply in this country, and to our fellow members of the OECD.' he added.

'This will not be easy, for the subject is one of great complexity. It will not be possible for us to move further forward unless the other countries concerned are prepared to provide comparable relaxations in their arrangements. I hope, nevertheless, that we can make some progress, and that you will have more freedom of manoeuvre in your export business, without in any way prejudicing the interests of your customers at home. We must not expose our own consumers of scrap to unfair competition from buyers overseas.'

Mr. Petur Petursson (left), head of the State Purchasing Authority in Iceland, has just completed a 12-day tour of British industry and schools and hospitals. He was guest of honour at a reception given by the Board of Trade at Lancaster House, where he is seen, with Mr. David Price, Parliamentary Secretary, Board of Trade.

Mr. David Price visits North Wales

MR. DAVID PRICE, Parliamentary Secretary, Board of Trade, visited North Wales from June 15-17. On June 15 he had discussions with the Urban District Councils at Rhyl and Prestatyn and the Rural District Council, St. Asaph, and visited Chance-Pilkington Optical Works, St. Asaph. In the evening he attended an informal dinner given by the Denbighshire County Council.

On June 16, the Parliamentary Secretary visited J. K. Smit & Sons (Diamond Tools) Ltd., Colwyn Bay, and met the North Wales District Committee of the Welsh Board for Industry in Llandudno. After discussions with the Llandudno and Blaenau Ffestiniog Urban District Councils he dined informally with the Caernarvon County Council.

The Parliamentary Secretary inspected the Board of Trade advance factory at Portmadoc and met the Portmadoc Urban District Council on June 17 and after visits to Bernard Wardle & Company at Caernarvon and the Midland Electrical Manufacturing Co. at Holyhead, and talks with the Anglesey County Council, he dined with the Holyhead Urban District Council.

Buoyant demand for Government factories in Wales

THE BOARD OF TRADE Office for Wales reports an exceptional demand for Government factory space. In the last six months, 18 idle factories with a total area of nearly 600,000 sq. ft. have been reallocated on the Industrial Estates at Wrexham, Bridgend, Treforest and Hirwaun, and on individual sites in various parts of Wales. Altogether the new tenants (in the main existing industry needing room to expand) expect to provide in these 18 factories a further 1,750 new jobs. During the same period approval has been given for the construction of five new Board of Trade factories or extensions with a total area of over 300,000 sq. feet., which should give more than 800 jobs.

In addition to projects involving Government-built factories, Board of Trade approval has been given for 51 privately-financed schemes to erect a total of 1,200,000 sq. ft. of new industrial buildings. These proposals in turn should create some 1,800 additional employment opportunities.

New course for export management

A NEW four-day residential course specially designed for the more experienced export executive has been developed by Sundridge Park Management Centre, Bromley, Kent. To be known as 'Export Marketing Simulation', the course centres on two full length business 'games' set in an export context. The purpose of these games is to stimulate and develop the executive's confidence and skill in arriving at and taking the right decisions on export problems.

Participants will be divided into teams and will have to make both long and short term plans for an imaginary but detailed export situation. Most of the problems encountered in selling overseas will be simulated, but particular emphasis will be given to market selection, sales forecasting, recruitment and training of salesmen, pricing and promotional expenditure.

In addition, the teams will be required to relate their plans to the total operation of their imaginary company. This will include the allocation of export production schedules and budgeting to ensure adequate return on capital employed.

Export Marketing Simulation has been designed principally as a follow-up to previous Sundridge Park courses on export management, but also will appeal to all senior and export executives. So far courses have been tentatively fixed for September 6-10 and December 13-17, 1964. The full residential fee will be £55. Further details can be obtained from the Director, Sundridge Park Management Centre, Bromley, Kent. (Tel. Ravensbourne 9821).

Lecture fund inaugurated to help exports

WITH the recent winding-up of BETRO (1952) Ltd., which was founded after the voluntary liquidation of the original British Export Trade Research Organization, the Royal Society of Arts is to administer a new Fund. Upon the initiative of Mr. Roger Falk, the BETRO (1952) Ltd. chairman, this Fund has been created partly from BETRO'S residual monies, and partly from a special appeal launched in 1963 to which nearly 100 firms and organizations responded. The Board of Trade has also made a contribution.

Initially the income from the Fund will be used to arrange lectures to be given to universities and colleges of advanced technology by acknowledged experts on export market research. At least two such lectures will be arranged in the academic year 1964/65 and the income should permit of seven to ten being given annually in future years.

The Society has appointed an advisory Committee, which includes representatives of the Board of Trade, the Federation of British Industries and certain banks which have contributed to the Fund. In view of the importance of planned fact-finding for promoting Britain's export trade the Society is confident that this lecture scheme is a valuable development.

Visit to UK of Rome Chamber of Commerce delegation

A GROUP of about twenty members of the Rome Chamber of Commerce visited the United Kingdom from June 15-17. The mission consisted of businessmen engaged in the distributive trades in general merchandise, clothing, textiles and haberdashery, footwear, furniture, household goods, hardware, foodstuffs of all kinds including meat, groceries, provisions and wines. Most of the members of the Italian party are leading figures in their respective trade associations in Italy.

The delegation was mainly interested in studying methods of retail distribution employed by large organisations in the United Kingdom; their visit here followed similar visits to France and Belgium to study distribution methods in those countries. They also visited Coventry where a programme was arranged for them by the Coventry Chamber of Commerce.

Academic Planning Board of the London Graduate School of Business Studies

IT HAS already been announced that a Business School is to be set up in London under the joint auspices of the London School of Economics and Imperial College. It has now been decided to give this school the provisional title of 'The London Graduate School of Business Studies'. An Academic Planning Board for the School has now been formed. The chairman is Lord Plowden and the other members are:

Sir Sydney Caine (director of the London School of Economics)
Mr. G. J. Cole (chairman, Unilever Ltd.)
Professor H. C. Edey (professor of accounting, University of London)
Sir Ronald Edwards (chairman, the Electricity Council)
Mr. Reay Geddes (managing director, The Dunlop Rubber Company)
Sir Patrick Linstead (rector of the Imperial College of Science and Technology)
Professor O. A. Saunders (professor of Mechanical Engineering at Imperial College)
Mr. Norman Wates (chairman, Wates Ltd.).

The Secretary of the Board is Mr. W. P. W. Barnes (an Assistant Secretary, Board of Trade). All inquiries should be addressed to him at 180 Queen's Gate, London, S.W.7 (Tel. Kensington 1000), where the offices of the school will be temporarily established until premises for the school are found.

Notes:

The establishment with HM Government support of two major Business Schools – a new development in this country – to give courses in management studies was announced by the Lord President of the Council and Secretary of State for Education and Science, Mr. Quinton Hogg, in the House of Commons on May 11, 1964. This announcement followed the proposal made by Lord Franks in his report on British Business Schools at the Universities of Manchester and London. A Working Party under Lord Normanbrook reported on the costs of starting and running the schools and on the basis for partnership between business and the universities in their finance and administration. This report was published on May 11, 1964.

Mr. C. L. Cadberry (left) leader of the Birmingham Chamber of Commerce mission to Finland, and Mr. A. Bramley (right) are seen discussing with Mr. L. Henrikson of the Finnish Foreign Trade Association the activities arranged for the mission during its five day stay.

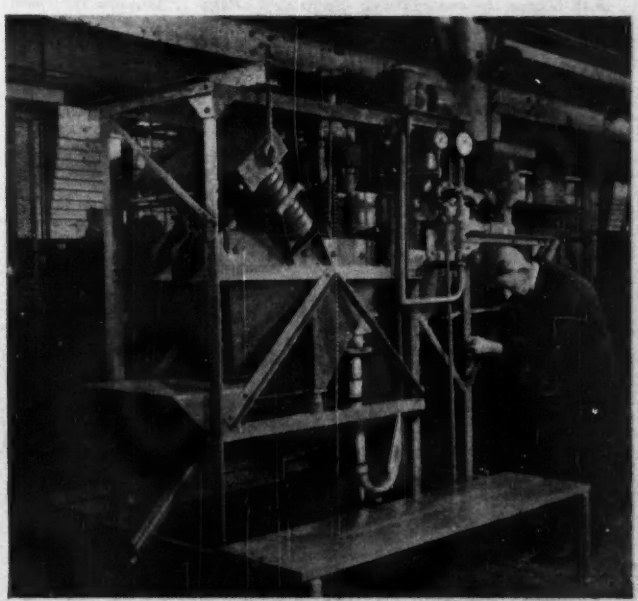
Birmingham sells in Finland

A SELLING mission organized by the Birmingham Chamber of Commerce recently went to Finland, taking in Denmark on the return journey. Birmingham firms expect about £250,000 extra business in Finland and Denmark as a result of this visit. The new business covers a wide range of products, including men's jewellery, building materials, special castings and machine tools.

The mission spent five days in Finland where extensive programmes of appointments were arranged for individual members by the Commercial Department at the British Embassy, with the full co-operation of a number of Finnish organizations. During their visit mission members met Mr. Olavi Mattila, the Finnish Minister for Trade and Industry. The leader of the mission was interviewed for both Finnish radio and television.

British exports to West Germany and Czechoslovakia

Bulk liquids can now be transported to and from all parts of the United Kingdom and the Continent as far afield as Czechoslovakia under a new scheme now being operated by Hudson Forwarding Ltd., a member company of the Williams Hudson Group. The first cargo carried under the scheme was 14 tons of 'Sextate' from Howards of Ilford, a member of the Laporte Group of Companies, to Electrochemiste, also a member of the Laporte Group, in Munich, West Germany. Electrochemiste will use the chemical in the manufacture of high test hydrogen peroxide. The vehicle is now returning to the United Kingdom with cargo from West Germany. (Right) is a GEC laboratory type heavy-media separation unit in the final stages of erection at the Erith Works of the General Electric Co. Ltd., before despatch to Czechoslovakia.



Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 3, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	α-Naphthol	1-Naphthol	December 31, 1964	6499
29.07	6 : 7-Dihydroxynaphthalene-2-sulphonic acid	As in previous column	December 31, 1964	6496
29.22	Di*iso*propylamine	Di-iso-propylamine	December 31, 1964	6504
29.22	*N*-Ethylaniline	As in previous column	December 31, 1964	6498
29.22	*m*-Tolidine dihydrochloride.	As in previous column	December 31, 1964	6501
29.22	Tolylene-2 : 4-diamine	As in previous column	December 31, 1964	6502
29.23	5-Aminosalicylic acid	As in previous column	December 31, 1964	6494
29.23	5-*tert*Amyl-2-phenoxyaniline.	As in previous column	December 31, 1964	6495
29.23	4-(4-Chlorophenoxy) aniline.	As in previous column	December 31, 1964	6493
29.23	1 : 4-Di-(2 : 4 : 6-trimethylanilino) anthraquinone.	As in previous column	December 31, 1964	6497
29.23	DL-Valine	As in previous column	December 31, 1964	6506
29.37	2 : 4-Dihydroxyquinoline, disodium derivative.	As in previous column	December 31, 1964	6503
29.45	Copper acetoarsenite which, when 5 grammes are shaken for 15 minutes with 125 millilitres of 0·15 N sodium acetate solution at 100 centigrade, yields not more than 0·05 grammes of soluble arsenic compounds calculated as As_2O_3.	Copper aceto arsenite	December 31, 1964	6480
97.04	Socks of knitted textile fabric, of a kind used for incorporation in ten-pin bowling pins.	Nylon socks used in the manufacture of bowling pins.	December 31, 1964	7920

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Purchase tax exemption on some young children's wear

THE COMMISSIONERS of Customs and Excise, in consultation with the national trade associations concerned, have reviewed the size limits for items B.17, G.16, G.17 and G.18 of the schedule to Notice No. 78A. This review arose from the introduction of styles not catered for in the present schedule.

The present items, which will continue to apply until June 30, 1964, are:

B.17 Full-length dressing gowns and bath gowns . . . . . 46 in. length.

G.16 Full-length dressing gowns and bath gowns . . . . . 46 in. length.

G.17 Pyjama suits . . . . . 39 in. outside leg.; 30 in. waist-crutch-waist.

G.18 Full-length nightdresses . . . . 48 in. length.

On and from July 1, 1964 revised items, as follows will be operative:

B.17 Dressing gowns and bath gowns . 46 in. length.; 27 in. sleeve.

G.16 Dressing gowns, bath gowns and housecoats:

(a) Angle length . . . . . 46 in. length.; 27 in. sleeve.

(b) Other . . . . . 38 in. chest.; 27 in. sleeve.

G.17 Nightwear:

(a) Of lingerie styles (including shirt, 'shortie' and 'baby doll' styles) . 36 in. chest.; 30 in. waist-crutch-waist.

(b) Not of lingerie styles:

(i) Pyjama suits . . . . 39 in. outside leg.; 30 in. waist-crutch-waist.; 40 in. chest.

(ii) Nightdresses . . . 38 in. chest.; 48 in. length.

G.18 *Cancelled.*

The methods of measurement will follow those at present in Notice No. 78A, except that in the case of item G17 the directions for the method of chest measurement will be as follows:

Chest: Measure across the chest 1 inch below the base of the armhole with the garment laid out as flat as possible over all without distorting its natural two-dimensional shape and multiply by two.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	May 26, 1964	
885,661	Poirer Jets (Research & Development Ltd.)	Intakes for supersonic flow.
906,015	Poirer Jets (Research & Development Ltd.	Overspeed trip devices.
906,313	Institut de Angeli, S.p.A.	Pyrozolidine derivatives.
931,105	Power Jets (Research & Development) Ltd.	Combustion apparatus.
941,470	Sperry Rand Corporation	Colour discriminating apparatus.
	June 1, 1964	
680,983	Brennan, J. B.	Electrolytic devices.
688,598	Brennan, J. B.	Continuous casting of metal.
714,766	Brennan, J. B.	Stencils.
728,300	Brennan, J. B.	Continuous casting of metal.
734,347	Brennan, J. B.	Casting method and apparatus.
734,348	Brennan, J. B.	Continuous casting of metal
735,642	Brennan, J. B.	Feeding articles or moulds through a treating zone.
737,084	Morle, C. W.	Flexible sheet materials.
737,373	Brennan, J. B.	Porous metallic strip.
745,892	Brennan, J. B.	Electrically conductive elements.
748,754	Brennan, J. B.	Conductive sheets or strips.
	June 3, 1964	
756,612	Kali Chemie, A.G.	Organosilicon.
816,996	Kali Chemie, A.G. Patent of Addition to No. 756,612	Compounds.
914,935	Kali Chemie, A.G. Patent of Addition to No. 756,612	Organosilicon compounds production. Organo-silicon acetylides and their production.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

Patent Office.

New and revised British Standards

RECENT British Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

	Particulars	Price £ s. d.
SPECIAL ISSUE		
B.S. 689:1964	Railway mechanical signalling equipment: 689/109. Signal detector – 3 sheets	2 6
	689/203. Traversing roller and frame for channel point rodding	2 6
NEW BRITISH STANDARDS		
B.S. 1117	Bare fine resistance wire for precision electrical equipment: 1117 Part 2:1964. Metric units	5 0
2960	Dimensions of 3-phase electric motors: 2960 Part 3:1964. Flameproof motors	10 0
3417	Agricultural power take-off shafts and guards: 3417 Part 2:1964. Single extension p.t.o. shaft lengths	3 6
3729:1964	Shuttles for non-automatic looms for cotton, silk and man-made fibres	5 0
3734:1964	Schedule of tolerances for rubber products in solid rubber and ebonite	5 0
3735:1964	Rubber components for steel dustbins	3 6
3736:1964	Tubes and inserts for textile piece-goods	3 6
3737:1964	Guide to series of basic sizes for metal sheet, strip and wire	1 10 0
3738:1964	Dictation machines	5 0
3741:1964	Treve's toothed dissecting forceps	3 6
3742:1964	French pattern bow dressing forceps	3 6
3743:1964	Mayo's tongue and towel forceps	3 6
3744:1964	Allis tissue forceps	3 6
3745:1964	Evaluation of results of accelerated corrosion tests on metallic coatings	6 0
3746:1964	PVC garden hose	3 6
3748:1964	Method for the determination of stiffness of board	3 6
NEW AIRCRAFT STANDARDS		
C3:1964	Coupling dimensions for aircraft pressure re-oiling connection	2 6
G189:1964	Tersil type electrical cables for aircraft	10 0
NEW CODE OF PRACTICE		
B.S. CP3002	Oil firing: CP3002 Part 2:1964. Installations burning Class C and Class D fuel oils for vaporizing burners	6 0
REVISED BRITISH STANDARDS		
B.S. 388:1964	Aluminium flake pigments (powder and paste) for paints	6 0
822	Terminal markings for electrical machinery and apparatus: 822 Part 6:1964. Terminal markings for rotating electrical machinery	10 0
903	Methods of testing vulcanized rubber: 903 Part B13:1964. Determination of ash and zinc oxide	3 6
1051:1964	Terms relating to the conditioning of textiles and method for the determination of correct invoice weight	6 0
1117	Bare fine resistance wire for precision electrical equipment: 1117 Part 1:1964 Inch units	5 0
1131	Plain bearings (metal): 1131 Part 4:1964. Dimensions of thin-walled bearing half-liners and trust half-washers	1 0 0
1221:1964	Steel fabric for the reinforcement of concrete	7 6
1495:1964	Agricultural tractor details for light and medium tractors	10 0
1610:1964	Methods for the load verification of testing machines	7 6
1856:1964	General requirements for the metal-arc welding of mild steel	10 0
1872:1964	Electroplated coatings on tin	5 0
1959:1964	Ironing tables	6 0
REVISED CODE OF PRACTICE		
B.S. CP332.201:1964	Domestic hot water supply by gas	12 6

HINTS TO BUSINESS MEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F.57, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, E.C.3. (Tel City 5757, Ext. 7146).

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

THURSDAY, JUNE 11

Draft resolutions at UNTDC

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was asked if he would make a statement about the policy of the British delegation at the United Conference to the draft resolution put forward by 75 developing countries for permanent machinery for continuing the work of the Conference. In reply, Mr. Edward du Cann, Minister of State, Board of Trade, said that HM Government could not accept the resolution referred to, but they were working for a solution to the question of arrangements for further consultation on matters under discussion at the Conference.

Further questioned as to whether he was satisfied with the response to the proposals made by HM Government at the UNTDC at Geneva; and whether he would make a statement on the progress of the Conference, the Minister said that HM Government were continuing to work for a successful outcome of the Conference. The Secretary of State was in Geneva for the final stage of the Conference.

Wool top exports

The Secretary of State was asked what were the weights of wool top exports from Britain in the first quarter of 1964 and in the corresponding period of 1963. In reply the Minister of State said that the figures, which were available from the Trade and Navigation Accounts, were 19·8 million lbs. in the first quarter of 1964 and 20·0 million lbs. in the corresponding period of 1963; exports varied considerably from quarter to quarter, and they were particularly high early in 1963. The latest available figures showed exports in the first four months of 1964 as 33·0 million lbs. against 33·4 million lbs. in the corresponding period in 1963.

Asked what was the fixed capital expenditure in the wool textile industry in 1963, and what were the figures for 1962 and 1961, the Minister said that fixed capital expenditure in the woollen and worsted textile industry was £12·4 million in 1961; £11·9 million in 1962 and in 1963 it was estimated at approximately £16 million.

Flags flying outside BOT offices

The Minister of State said that on official flag flying days the Union Jack would fly from the centre flagpoles outside the new Board of Trade offices and the Board of Trade House flag from the two outside ones, apart from St. George's Day, when the St. George's Cross will be flown from one of the five poles.

Advance factories in Scotland and North-east England

Asked what plans he had made for the erection of advance factories in the development districts of Stanley and Consett in the county of Durham, Mr. David Price, Parliamentary Secretary, Board of Trade, replied 'None, Sir'.

In answer to a question as to what action he was taking to secure a tenant for the advance factory at Stranraer, the Parliamentary Secretary said that an application for this factory had been made and was receiving urgent consideration.

In answer to another question, asking if a statement would be made on the tenancy of the advance factory recently completed at Portmadoc, Caernarvonshire, the Parliamentary Secretary said that the Secretary of State was considering an application for the factory and hoped to make an announcement shortly.

Asked if he would list the firms which opened new factories or departments in the Bishop Auckland travel to work area between January 1, 1960, and December 31, 1963; how many employees they took on from this area; in what categories they were employed; and how many employees they brought in from outside the area, the Parliamentary Secretary said that in the Employment Exchange areas of Bishop Auckland, Crook, Shildon and Spennymoor 16 industrial building projects were completed for 11 firms. The total number of jobs likely to arise from these developments was 1,135. Details of the individual projects and their employment could not be disclosed.

Asked for the total number of applications for assistance under the Local Employment Act 1960 received to date by the Board of Trade Advisory Committee from the Caernarvon Constituency, how many were granted, how many were rejected, and how many were still under consideration, the Parliamentary Secretary replied that 19 applications for assistance had been received by the Board of Trade Advisory Committee from firms within the area of the Caernarvon Constituency under Section 4 of the Local Employment Act 1960, but of these 9 were subsequently withdrawn. One of the remainder was granted, eight were rejected, and one was still under consideration. Assistance had been offered to projects within the constituency under other Sections of the Act.

References to Northern Ireland as a development area

Asked what particulars of, or references to, Northern Ireland were included with particulars about development areas in England, Scotland and Wales, sent to firms refused development certificates in the Midlands and the South-east of England, the Parliamentary Secretary said: 'The firm's attention is directed to the areas of high unemployment as soon as its idc application is received. Northern Ireland is given as much prominence as development districts. The Board of Trade explain the financial and fiscal inducements available there and offer the firm copies of the literature published by the Ministry of Commerce.'

Problems of the South-west

Asked if he would make a statement on a study of the problems of the South-west, the Secretary of State replied that following his statement of February 27, he had now received a request from the Joint Committee for the Economy of the South West for a grant in aid of an initial programme of work to be undertaken by a firm of consultants. He had agreed to this request, subject to Parliamentary approval of a Supplementary Estimate which would be presented in due course.

Development certificates in the Midlands and South-east

Answering a request for the percentage of firms which had been refused development certificates in the Midlands and south-east of England and which had set up manufacturing units in Scotland, and the north-east of England, respectively, in each of the past three years; and for information of the equivalent figures for firms going to Northern Ireland, the Parliamentary Secretary said that information in the form requested was not available. In the past three years firms from the Midlands and the South-east of England had set up 33 manufacturing units in Scotland, 12 in the north-east and 13 in Northern Ireland.

Aid under the local Employment Act

Asked how many new jobs had arisen as a result of aid under the Local Employment Act in each year since 1960, and in the first four months of 1964 in Scotland, England and Wales respectively, the Parliamentary Secretary replied that projects for which assistance under the Local Employment Acts had been offered up to the end of April 1964 were expected to provide 52,000 new jobs in Scotland, 69,000 in England, and nearly 10,000 in Wales. The following table would be circulated in the Official Report analyzing these totals according to the years in which the assistance was offered.

Year in which assistance offered	Scotland	England	Wales
1960-61	18,300	21,900	5,700
1961-62	7,200	7,500	2,800
1962-63	6,700	17,200	700
1963-64	17,700	19,900	700
April 1964	2,200	2,800	100

Aid to Scotland

A further question was asked on the number of applications received for expansion or development in Scotland since the 1963 Budget measures became effective in July 1963; and the number of these applications which had been approved. The Parliamentary Secretary replied that up to May 31, 1964, 1,409 applications from Scotland had been received for the standard building and plant and machinery grants introduced in the Local Employment Act 1963. Preliminary approval had been given to 775, and on 276 of these firm offers had been made amounting to £2·8 million. 174 applications had been rejected or withdrawn.

Proposals for N.W. Regional Study

The Secretary of State was asked if he would commission a firm of engineering consultants to carry out a preliminary technical and economic survey of proposals for a Morecambe Bay barrage, incorporating a road and rail link enclosing the estuaries of the Leven and Kent and the use of these waters for public supply and for cooling of locally-sited power stations; and if he would undertake this as a matter of urgency so that the findings might be taken into account by his North West Regional Study Group in drawing up their report for the region. In reply the Parliamentary Secretary said that the North West Study Group had been asked to make a thorough assessment of the material already available about these proposals, in order that the Secretary of State might determine whether a survey was needed and, if so, on what lines it should be undertaken.

Consumption of newsprint in UK

Asked what was the total amount of paper used annually in the production of British newspapers and periodicals, the Parliamentary Secretary said that information was only available in respect of newsprint for newspapers and periodicals, the consumption of which in 1963 was 1,309 thousand tons.

Duty on British computers for the US

A questioner asked what was the current level of import duty charged on British computers entering the United States, when this rate was introduced, and what was the previous level. In reply the Minister of State said that the import duty charged on British computers entering the United States was 11¼ per cent *ad valorem*; this rate was introduced on July 1, 1963. The previous rate, from July 1, 1962, was 12½ per cent *ad valorem*, and before that date 13¾ per cent *ad valorem*. These reductions resulted from the Dillon round of tariff negotiations under the GATT.

Visit of USSR Minister of Foreign Trade

Asked why, when conducting, Mr. Patolichev, the Russian Minister of Foreign Trade, on a visit to the south and west of Scotland, he did not also take him to Aberdeen and the north-east of Scotland where there were opportunities of developing international trade with Russia, the Minister of State said: 'In the short time available it was possible for Mr. Patolichev to visit only a very few of the many industrial centres interested in trade with the Soviet Union. During his weekend in Scotland he met leading representatives of Scottish industry.'

Nuclear power stations for Rumania

The Secretary of State was asked what inquiries had now been received from the Rumanian Government regarding the supply of nuclear power stations; and what progress had been made in his attempt, subject to appropriate safeguards, to seek to remove this type of equipment from the strategic embargo list.

In reply the Minister of State said: 'I understand that the Rumanians have made inquiries of several firms in this country and elsewhere. The Secretary of State is in favour in principle of seeking a modification of the embargo to facilitate the export of individual nuclear reactors subject to the proper safeguards. We are in touch with the United States Government on all aspects of this matter, which will of course have to be considered by all the other countries operating the embargo.'

Further questioned as to how many occacions British manufacturers had been refused permission to sell nuclear reactors to Rumania and other countries in Eastern Europe because of North Atlantic Treaty Organisation restrictions; and what decision had now been taken regarding this embargo, he said: 'British manufacturers were informed earlier this year that a licence would not be given in present circumstances for the export of a nuclear reactor to Rumania.'

Export credit for Rumania

The Minister of State said that there was no limit for export credit guarantees in the case of Rumania.

Export credits for USSR

The Secretary of State was asked how many credits the British Export Credits Department had been authorized to underwrite for periods up to 15 years, compared with the previous five years' limit, to the Union of Soviet Socialist Republics; if they would be available for the smaller as well as the larger exporters; if they would be extended to all European Communist countries; and if he would make a statement. In reply the Minister of State said that financial guarantee facilities assisted the provision, in appropriate cases, of long-term commercial credit for large capital projects and ocean-going ships. These were available in principle for exports to all countries for which ECGD provided cover and for the benefit of all British exporters. The facility was applied selectively and applications were considered on their individual merits. Several applications had been agreed in principle for orders in negotiation with the USSR and other Eastern European countries but no guarantees had yet been issued for such business.

FRIDAY, JUNE 12

New marking regulations next month

Asked when the marking regulations under the Weights and Measures Act 1963 were expected to be made, the Parliamentary Secretary replied: 'Next month, I hope.'

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter		126*				106		114*	149*				+ 95*	— 4*	+ 3
1963															
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	..	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 90
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter	140*	121*	123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
October	132	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140*	121*	123·6	+1·5	108·3*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April			124·7	+2·0	108·2*	124·3*	146·7	394	— 19	—20	212	+10	+14	146	127	..
May					107·7*	124·4*		357	— 37	—23	227	+15	+ 9	144*	140*	

† NOT seasonally adjusted. * Provisional.

Provisional figures of UK trade in May

Seasonally adjusted values

United Kingdom exports in May were £370 million, imports were £450 million, and re-exports £13 million.

Exports

After eliminating normal seasonal variation United Kingdom exports in March to May were 2 per cent more than in December to February. In the first five months of the year they were 4 per cent more than the average for the year 1963.

Imports

On the same basis imports in March to May were 1 per cent more than in the previous three months. In the first five months of the year they were 13 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in March to May were £13 million a month, compared with £12 million in the previous three months. The monthly average for 1963 was £13 million a month.

Trade balance

In March to May it is estimated that the deficit of visible trade in the balance of payments was £30 million a month, seasonally adjusted. In December to February it was £34 million a month and in the year 1963 it averaged £4 million a month.

United Kingdom trade

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	327	375	12	+ 7
2nd quarter	335	395	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	348	422	13	—11
1964 1st quarter	356	453	12	—35**
1963 December	362	442	12	—13
1964 January	326	457	11	—73**
February	369	450	12	—15**
March	373	451	13	—17**
April	337	457	13	—53**
May*	370	450	13	—20**
Dec. 1963-Feb. 1964	352	450	12	—34**
March-May 1964*	360	453	13	—30**

* Provisional. **Estimated

Recorded values

United Kingdom exports in May were valued at £398·6 million, imports at £449·6 million and re-exports at £13·7 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
April	342·5	481·3	14·0
May*	398·6	449·6	13·7

* Provisional

Notes:

Trade balance. The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Account figures and those used in the balance of payments statistics. It is misleading to calculate, using the Trade Accounts figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

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LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

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Turnover in the catering trades in April

THE TOTAL TURNOVER of the catering trades in April was 3 per cent higher than a year earlier compared with an increase of 9 per cent in March but the size of the changes in the two months is likely to have been affected by the fact that Easter was in March this year but in April last year. Taken together the increase in the two months was 6 per cent, the same as in the final quarter of last year but smaller than the increases in January and February (11 and 10 per cent respectively) which were abnormally high because of the low level of trading during the cold spell at the beginning of 1963.

With the exception of canteens and catering contractors each of the kinds of business shown separately had smaller increases in April than in March. The canteens and catering contractors group, however, had a large increase in April compared with a slight decrease in March but as well as the month-to-month irregularities in the figures it is likely that the effect of the relative dates of Easter on turnover in this group is the opposite of its effect on other types of catering.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105				104	102	109	115								
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+8(a)	+10				+11	+10	+9	+3								
Licensed hotels and holiday camps (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86				79	82	97	108								
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+10(a)	+13				+15	+13	+13	+5								
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101				97	99	106	111								
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+6(a)	+8				+9	+8	+7	+3								
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109				111	105	113	116								
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+9(a)	+12				+13	+12	+11	+1								
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120				119	122	119	124								
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+2(a)	Nil				Nil	Nil	—1	+12								

(a) Cumulative figure for January to March compared with corresponding period of 1963.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday June 12, 1964.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Boy with a Flute	Grand National Pictures Ltd.	Grand National Pictures Ltd.	Br/E 29494	30	June 9
633 Squadron	United Artists Corporation Ltd.	Mirisch Films Limited	Br/E 29495	94	June 10
Movietone News 1826A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29029	9	June 12
Movietone News 1827	" "	" "	Br/E 29030	7	June 12
Pathe News 64-47	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29094	7	June 12
Pathe News 64-48	" "	" "	Br/E 29095	8	June 12
FOREIGN					
Tropic by Night	Ranworth Film Services Ltd.	I.D.C., Rome	F 29491	80	June 8
A House of Sand	" "	Robert Darwin Enterprises Inc.	F 29492	77	June 8
Following the Sun	Rank Film Distributors Ltd.	Sovexportfilm, Moscow	F 29493	55	June 9
The Incredible Mr. Limpet	Warner-Pathe Distributors Ltd.	Warner-Brothers Pictures Inc.	F 29496	99	June 10
Blood of the Executioner	Compton-Cameo Films Ltd.	Liber-Films, Rome	F 29497	92	June 11

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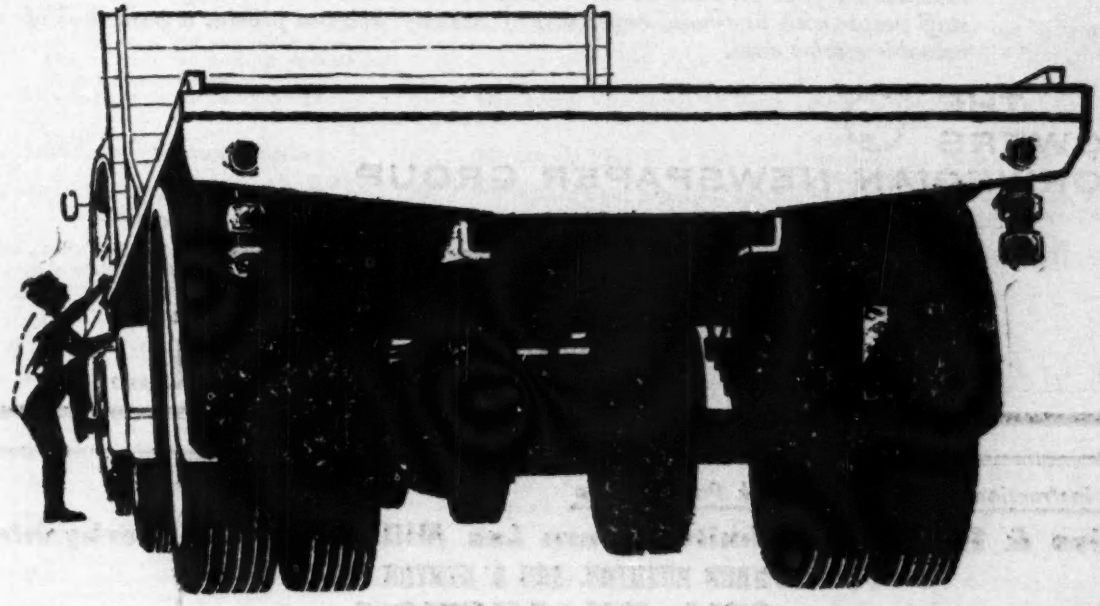

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Two Bradbury Saunders 12-colour surface-printing machines, new 1963; festoon dryers; embossing m/cs; endless tape creeper feed units and semi-auto winding m/cs; printing rollers and sample room furniture and equipment.

PAPER MACHINERY

Fourdrinier paper making m/c 79 in. trimmed width with 20 cylinders; ditto, 88 in. trimmed width with 17 cylinders; wire part 98 in. wide and calender; H. & M. 84 in. air knife coater, new 1962; Jagenberg H.S. 103 in. two drum slitting and winding m/c, new 1953; hydrafiners; Masson Scott refiner; aligator refiner; clariflocculator plant; stuff chests; copper and S.S. jacketed mixing pans; filter presses; embossing m/cs and rollers; brush coating m/cs; brushing m/cs; calenders; paper cutting m/cs; guillotine; felts and wires; wood chopping plant, comprising 6 ft. disc chopper, KMW disintegrator, elevator, screens and belt conveyors.

CHEMICAL PLANT

Three S.S. vert. cyl. tanks 10 ft. x 15 ft. (one new); sulphur dioxide absorption unit; S.S. heat exchangers; Nash Hytor bronze vacuum pump; Labour pumps.

BOILER AND POWER PLANT

Three Stirling 5-drum boilers with Int. chain grate stokers and Senior economizers; Hick Hargreaves deaerator; M. & P. boiler feed pumps; Neckar heat exchanger; R.P.M. sheeted steel building; Bellis & Morcom 3,500 kW. double pass out condensing turbine set; G.E.C. 2,750 kW. ditto; Metrovick 585 kW. back pressure turbine set, new 1958; Lancashire boiler; Bellis & Morcom 100 kW. generating sets.

MISCELLANEOUS

Duros 30-ton dial weighbridge, new 1962, other weighing m/cs; Priestman 17/21 grab; large quantity of pumps; A.C. and D.C. motors to 150 h.p.; capacitors; electric blocks and cranes; Massey Harris 701 pick-up baler; cyl. and sect. tanks; steelwork, laboratory and canteen equipment.

On view from and including Monday, June 29, 1964, from 9 a.m. to 4 p.m. (noon on Saturday) and on mornings of sale.

Catalogues from Edward Rushton, Son & Kenyon, 12 York Street, Manchester, 2. Tel. CENtral 1937 or 50 Broad Street Avenue, London, E.C.2. Tel. LONdon Wall 4601.

Government surplus sales by Auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
June 24	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include aircraft and airframe spares, aero engine spares, M.T. engines and spares of various manufacture, plant spares, caterpillar tracks, parachute canopies, nylon cord, metal continers, fire buckets and extinguishers, jet pipe cases, electric motors, engine trolleys, furniture, bleach, wooden cases and miscellaneous stores.

June 25	Two T.2 hangars with land (4·895 acres) with planning permission for all storage purposes, to be sold in two lots.	Little Snoring Airfield, Norfolk	Andrews & Dewing (AFD1), 6 Station Road, Wells-next-Sea. (Tel. 203).
June 26	The sale will include one T.2 hangar, 38 timber, Seco and Nissen huts, fuel tanks, underground cable and miscellaneous stores.	Royal Air Force Station, Duxford	Rowley Son & Royce (AFD1), The Market, Royston, Herts. (Tel. Royston 2112/3010).
July 23	167 acres of land to be offered for sale by auction in 7 lots, including two T.2 hangars and other buildings, suitable for use as a storage depot.	Gamston Airfield, Retford, Notts.	Crampton, Sooby and Eastgate (AFD1), West Gate, Mansfield, Notts. (Tel. Mansfield 5717).
July 30	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Aug. 13	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292).
Aug. 19	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
July 3	Clothing, textiles, furniture and miscellaneous stores.	Command Ordnance Sub-Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
July 16	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 21-23	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
July 23	Plant, engineering and electrical stores, wireless and telephone spares, etc.	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
July 28	Vehicles, industrial equipment, machine tools, pocket watches and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – LAUNDRY EQUIPMENT

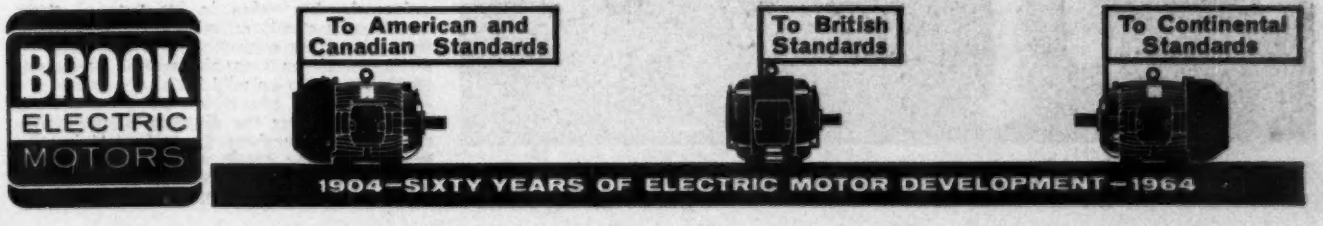
Hydro extractors; washing and drying machines; presses; marking machines; electric motors, etc.
Location: Catterick Camp, Catterick Yorkshire.

Application for tender forms should be made to Ministry of Defence, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by 10 a.m. July 7, 1964. Permission to view on presentation of tender forms only.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).



Exhibitions and Fairs

Export emphasis at world book fair

OPENING the first World Book Fair at Earls Court, London, on June 10, HM the Queen suggested that there would be great increases in exports of British books in the next 20 years.

The British book trade had every right to be proud of his achievements since the war. More than 20,000 titles were produced each year by Europe's largest printing industry and nearly half the output went overseas. This was very satisfactory, but it was modest compared with what the trade would be doing in the next 20 years as educational standards went up all over the world.

The Queen was presented with two specially bound books, 'Wild Flowers of Britain' and 'Garden Flowers of Britain', HRH the Duke of Edinburgh was given a birthday copy of 'The Sea Around Us'.

HM the Queen and HRH the Duke of Edinburgh at the World Book Fair.
(Photo: Evening News).

Later the royal visitors toured the Fair. Among the many stands they called at was that of Her Majesty's Stationery Office, 'incomparably the largest publisher in Great Britain', which showed 500 titles ranging from a finely illustrated book on Roman York to UNESCO and OECD publications and the current issue of the *Board of Trade Journal*.

The striking advances made by the book trade in production and export over the past 25 years are stressed in a foreword to the Fair catalogue by Mr. Philip Unwin, a director of Allen and Unwin and chairman of the Fair Joint Committee:

> 'Since 1939, the annual trade sales figure at wholesale prices, has risen to eight-times the pre-war level and even since the war this figure has been trebled. It now stands at well over £85 million a year of which 43 per cent is export. Once regarded by some people as little more than a pleasant 'occupation for gentlemen' books are now a valuable part of the national economy.... The *percentage* of books exported is higher even than that of the vigorous and successful motor industry'.

Over 100,000 books—all of which are offered for immediate sale—figure in the displays mounted by nearly 200 publishing firms representing 20 countries. Every conceivable literary interest is fully covered. At one extreme there are collectors' pieces in the shape of sumptuous reproductions of illuminated manuscripts, or the facsimile of the Coronation bible massively bound in scarlet and gold. At the other are battalions of paper-backs which, in their bewildering variety and appeal, well illustrate one of the outstanding developments of the publishing world.

A noticeable feature of the Fair is that publishers, perhaps traditionally a somewhat aloof fraternity, appear to be making increasing use of modern publicity aids and devices. Thus their wares – well designed and brightly-jacketed though they are – are given an additional sales appeal by their setting.

In one section an oasis of flower beds and window boxes provides the natural background for gardening literature. The foods displayed on the North Thames Gas Board's stand provide a similarly appropriate setting for cookery books. Elsewhere in the exhibition there are opportunities to watch leading cricketers at the nets or to secure autographs from eminent authors.

The inevitably static content of much of the material has also been skilfully countered throughout the Fair. This sense of movement is symbolized by the huge revolving globe which towers above the aisles and is reflected at every turn by working models of printing processes or by continuous coloured films and television demonstrations.

Again on the 'live' side of the presentations, what could be a more intriguing advertisement for a children's book than Galahad the guinea-pig, burrowing in his nest of straw on Nelson's stand? Or what more compelling than Tiara, the great hooded eagle, tethered on her perch on Constable's stand as an oncomer for books on wild life?

Among other attractive symbols displayed, the visitor notices the dignified bronze sculpture of 'The Dons' on the Oxford University Press stand; the exotic painted Indian mask, carved from a single tree, exhibited by the Book Publishers' Association of Canada; the

stone seal of the 7th century B.C. from Israel.

In a welcoming reference to the overseas exhibits, Mr. John Brown, chairman of the Publishers Association, said at the opening ceremony that they were proud to record that foreign publishers' books were admitted without tariff or quota restrictions.

For many visitors the displays of art and historical books from Western and Eastern Europe and other countries provided spectacular evidence of the world character of the Fair which closes tomorrow, June 20.

The fair for the connoisseur

The suave modernity of a Park Lane hotel seemed, curiously enough, to provide the perfect setting, enhanced perhaps by all the glory of a sunny day in June, for the opening by the Marchioness of Blandford of the 24th Antique Dealers Fair and Exhibition in the Great Hall of Grosvenor House on June 10, (until June 25). Gathered here is a superb collection of the ultimate in craftsmanship from the ends of the earth with origins dating back to the very beginnings of civilisation.

What makes an antique? Why are people prepared, even eager, to pay £9,500 for four settees and fourteen armchairs? The catalogue, itself a work of art, leaves this collection to speak for itself, describing it only as an Adam suite of exceptional interest and beautiful simplicity. Rarity value is one thing but perhaps the answer lies nearer the fact that many of these exhibits have been things of beauty for centuries, remaining supreme through all the changes in taste and design.

The sheer variety of these works of art is fascinating. There is, for a start, the oldest exhibit in the fair, a small diorite bowl, speckled grey and black, Egyptian dated 3,500 BC; a gold and agate snuff box by Heinrich Taddel of Dresden, circa 1740, contrasting strikingly in its historical context with 'a Cribbage Shoe made by French prisoners of war in England many of whom were skilled artisans press-ganged into the French Navy during the Napoleonic wars'. The sliding lid is made from the bones from the prisoners' food and is marked out as a cribbage board. Inside are little dominoes and cribbage men.

There is a Vulliamy 8-day clock in white marble with a delicate Wedgwood plaque, fine gilt metal mounts and two Duesburg figures of boys. A detailed description of the costs involved in making this particular clock is interesting: 'Vale. The movement: £5 5.; Day. The marble: £6; Culver engraving the hands: 5s; Brown engraving the plate 12s. 6d; Wedgwood. The medallion: 7s. 6d; Long and Drew. The dial 18s; Duesburg the 2 boys, Barrow the brass work and Crockett the gilding: £3 3s. Total: £16 11s.' Biggs of Maidenhead will sell you this today for £325.

The animal lover will find evidence of at least a dozen different animals in one form or another, ranging from an Etruscan bronze horse of the 6th century B.C., to a mid-18th century model of Madame de Pompadour's pet dog "Pau". Through the ages, both domestic and wild animals have been portrayed in a wide variety of materials. For instance, there is a magnificent enamelled Chinese 17th century crouching Leopard and snarling golden wildcat's heads form the clasp of a beaded Hellenistic necklace of the 2nd century B.C. In complete contrast, a little golden bird sings sweetly in an enamelled gold automated bird case from Switzerland.

One of the oldest animals in the Fair is a tiny bronze pendant in the form of a brilliant green Deer made 1,000 B.C. and even the three little fishes woven into a rare Coptic Dress (6th-9th century A.D.) as a Christian Symbol are twelve hundred years old. Much later, probably adorning a sumptuous dinner table in the time of George II, heavy silver Dolphin heads form the pouring mouths on a pair of magnificent Mermaid-handled sauce boats. In every part of the fair, there is something to remind one of man's fascination and devotion to animals.

Royal recognition

The outstanding quality of this fair has been continuously recognized by the Royal Family and this year Her Majesty the Queen has graciously loaned a bronze bust of Philip II (of Spain) 'King of England 1554-5'. Though described on the base of the bust as 'REX. ANGLI', he never reigned as King of England but was King only by courtesy as the Consort of Mary Tudor.

Collectors and dealers throughout the world freely acknowledge London as the best place to sell antiques, especially pictures. This no doubt explains why the fair claims to display the largest collection of antiques not only of any kind but of unquestioned quality and authenticity to be seen and bought anywhere in the world. All the exhibits must be made before 1830. Many of the 87 exhibitors are the leading antique dealers in their particular field in Britain and the price of the objects can range from a few pounds for silver spoons to over £100,000 for very rare gold objects of great historical interest.

During the course of a year one walks around many trade fairs. It can be an exhausting business. A stroll through the Antiques fair is something quite different. It is not only restful but induces a pleasant peace of mind to know that all this ageless beauty is still to be seen. There is, of course, a trade angle of importance. This fair fits neatly into the burgeoning tourist season when prosperous and often discerning visitors are flocking into Britain with full pockets. Whether or not they buy, the Antique fair certainly adds to the attraction of London and Britain in combining business with pleasure.

British industry on show at Tel Aviv

THE contribution which British firms can make towards the expanding Israeli economy was demonstrated in the British Pavilion at the Second Tel Aviv International Trade Fair which opened on June 16. A 100 ft. high crane flying the Union Jack and the Israeli flags stood at the entrance to the British Pavilion where visitors will be able to see products ranging from construction equipment, industrial and agricultural machinery and electric apparatus to concrete vibrators, air compressors, drills and pumps for road-making and maintenance. Consumer goods will include pianos, artists' materials and glassware. Several pictorial displays inside the Pavilion will illustrate British industrial processes and products. Among these are a sports car, an electric locomotive, a printing press, a hovercraft, computers and blast furnaces. Another display will feature British 'little ships'.

The Board of Trade has been responsible for the provision of space and shell stands for nineteen exhibitors, together with an exhibitor's lounge and information stand. The British Pavilion will cover an area of 500 square metres, and a further 100 square metres of outdoor space will be used for a special display of large exhibits.

The Fair closes on July 7.

British trade with Israel has shown a marked increase during the last three years. Exports in 1963 totalled £44·7 million. This is approximately double the value of imports from Israel and a substantial increase on the 1962 figure (£36 million).

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date last published	Date next published
Europe	*June 5*	*Sept. 4*
United Kingdom	*May 1*	*Aug. 7*
Outside Europe	*April 3*	*July 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

EUROPE

Amendment:

The Board of Trade have been informed that the title of the German Industries Fair, Hanover, April 24-May 2, 1965, has now been changed to Hanover Fair.

Additions:

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – February 26-March 7, 1965.
Apply, Admiral A.L.P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 18-22, 1965.
Apply, Arbeitsgemeinschaft für Fachmessen, Platteustrasse 44, Zurich 7/32.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 28-April 1, 1965.
* Apply, Salon Internationale des Sports d'Hiver, Parc Paul-Mistral, Grenoble.

JONKOPING: FIFTH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 65) – June 3-13, 1965.
* Apply, Aeronom Ingemir Stenquist, Elmia Jonkoping, Sweden.

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – September 26-October 3, 1964.
* Apply, Herr Kronefeld, German Caravan Manufacturers' Association, c/o Westfalia-Werke, K.G. 4832 Weden-Bruik 2W Postfach, 104.

UNITED KINGDOM

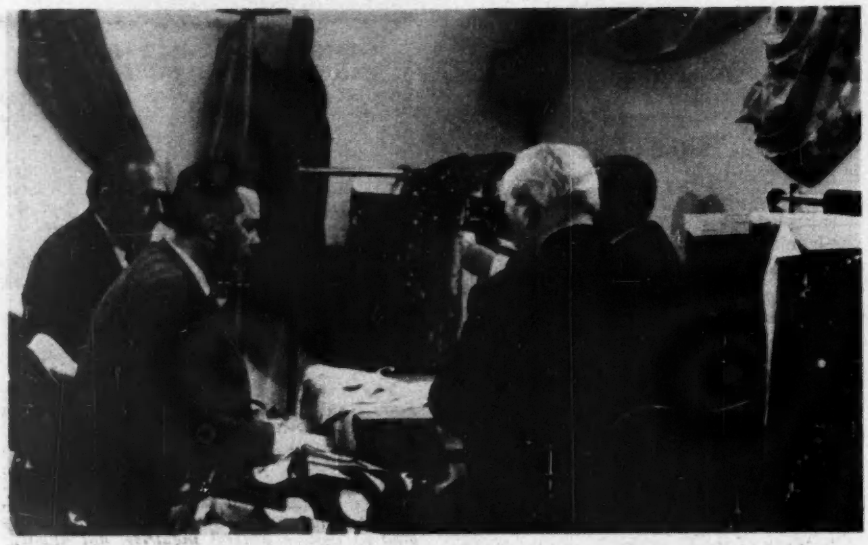
Addition:

HARROGATE: AUTUMN SHOES EXHIBITION – April 26-29, 1965.
* Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

OUTSIDE EUROPE

Addition:

CLEVELAND: ASTME TOOL EXPOSITION – March 29-April 2, 1965.
* At Public Auditorium. Apply, American Society of Tool and Manufacturing Engineers, 10700 Puritan Avenue, Detroit 38, Michigan.



Overseas buyers discussing an order with a British firm exhibiting on one of the stands in the Board of Trade sponsored group display at Interstoff.

Record British display at Interstoff

'THIS WAS A RECORD BRITISH participation in Interstoff in every respect', said a representative of the Textile Promotion Consultative Committee at the end of the 11th International Clothing Textile Exhibition (Interstoff) which took place from May 26-29 in Frankfurt Am Main. Thirty-six British clothing textile manufacturers and exporters – the largest number at Interstoff so far – displayed with success their latest range of fabrics intended for the spring/summer season 1965. Similar to the practice at previous Interstoff exhibitions, the TPCC, in collaboration with the Board of Trade, arranged a group display of British clothing textiles, in which 20 firms participated. 16 British firms exhibited independently. In addition to the individual exhibition stands the TPCC had organized an attractively decorated information stand on which sample lengths of material were displayed on behalf of a further 26 British manufacturers.

The fabrics displayed by the British exhibitors were well regarded by German and other overseas trade buyers who examined the wide variety of different materials and designs that was being offered with close interest. Buyers were particularly attracted by materials with novel designs and modern finishes, suitable mainly for ladies' wear for next year's spring and summer season, and it was again demonstrated that the leading position of the British textile industry, particularly in the sector of man-made fibre and mixture fabrics, is being well maintained. Most of the British exhibitors have now participated in Interstoff on several occasions and it was confirmed by nearly all of them that they will come again in the future. They consider it to be one of the most important international textile exhibitions on the continent.

There was a notable increase in the total number of exhibitors compared with the corresponding Interstoff exhibition last year. Of the 358 exhibitors 131 were German firms and 227 firms came from 15 other countries, mainly European. The increase in participation obliged the organizers of Interstoff to expand the total exhibition area by using an additional hall, thereby bringing space up to some 25,000 square metres. When the exhibition closed after four days' duration, the organizers announced that 11,550 trade buyers, including 4,257 visitors from about 40 European and Overseas Countries, had attended the event. The United States had for the first time at Interstoff a joint exhibition stand on which US manufacturers displayed mainly printed cottons and man-made fibres fabrics.

Many of the British exhibitors reported that a considerable number, if not the majority, of the trade inquiries or orders they had received during Interstoff came from non-German buyers, business inquiries from EFTA countries were particularly strong. This confirms that Interstoff has developed into a truly international clothing textile exhibition which is indeed worthy of the attention of the British textile industry.

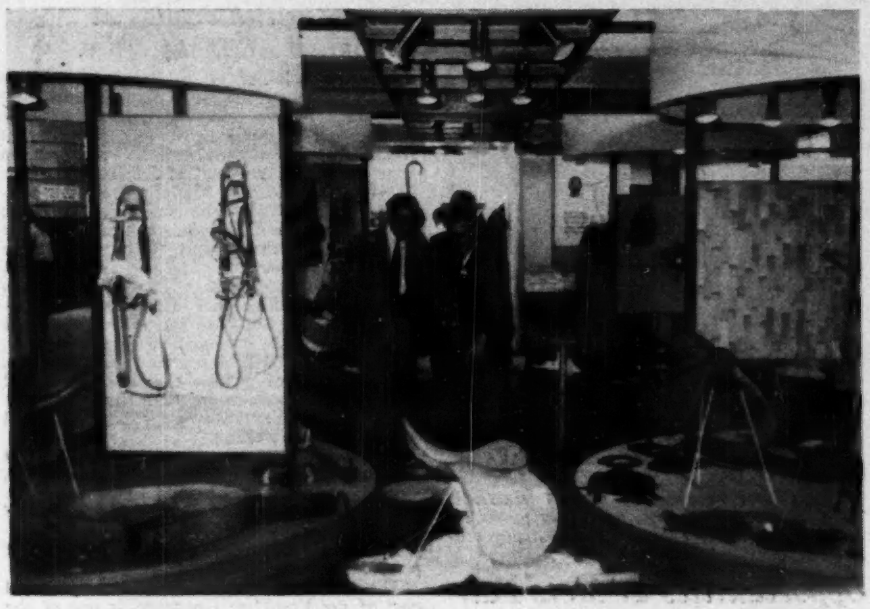
British success at Budapest Fair

OVER HALF a million Hungarians visited the British Pavilion at the Budapest International Fair, which was held from May 15-25. Many of them maintained that the Pavilion, which was designed by the Central Office of Information and covered an area of 16,000 square feet, was the most striking of all the 30-odd national pavilions at the fair. Many Hungarians also expressed pleasure at the fact that the Pavilion, which marked Britain's first large-scale participation at the fair, reflected a growing determination to capture a larger share of the Hungarian market. In fact, the turnover in Anglo-Hungarian trade has risen from £8·6 million in 1960 to £13·1 million in 1963, and there is every reason to suppose that it will continue to increase at the rate of 20 per cent per annum.

On the opening day Sir Ivor Pink, the British Ambassador, conducted Mr. János Kádár, the Hungarian Prime Minister, round the British Pavilion. Mr. Kádár and his party showed special interest in the Gestetner 'offset' automatic duplicating machine, in the wide variety of equipment exhibited by the British Oxygen Company, particularly the anaesthetic equipment for the operating theatre and the 'Merlin' steel-cutting machinery, and not least in the steel scaffolding tower, over 80 feet high, exhibited by Acrow Ltd. As they climbed the tower, they were given a demonstration of the speed with which this scaffolding can be erected, and were greatly impressed. Indeed, the Acrow tower was one of the most prominent successes of the whole fair.''

The commercial results achieved by the fair cannot be fully known until sufficient time has elapsed for inquiries received by exhibitors to be studied, and for detailed negotiations to be completed It seems clear that the fair successfully presented Britain as an important producer of capital equipment for industry, and as a pioneer in scientific and industrial research. There are good grounds for hoping that this display of British capital equipment will help Anglo-Hungarian trade to expand at an even faster rate than hitherto.

This 80 quart Kenwood mixing machine, which was exhibited at the recent British Industrial Fair, Barcelona, has been presented to the Santa Cruz and San Pablo Hospital in Barcelona. The presentation was made by Mr. Kenneth Wood (right), managing director of The Kenwood Group, Havant, Hants, to the Canon of the hospital, Dr. Mariano Terradellas (centre). The machine is to be installed in the hospital's kitchen to speed-up and improve efficiency in the preparation of food for the 800 patients and 700 hospital employees.



A section of the Retail Leather Goods and Saddlery Association – Board of Trade 'joint venture' stand which was a popular attraction at the fair.

UK firms recognize value of German Agricultural Show

EVERY TWO YEARS the German Agricultural Association (DLG) organize a show which has now become one of the largest and most important of its kind in the world. The Association laid increased stress on the international nature of the 48th Show which opened in Hanover on May 31 and lasted until June 7. The site, the Fairground of the world famous Hanover Fair, was appropriate, and 1,250 firms were represented at the show. Of the 256 non-German exhibitors 110 came from Common Market countries, led by France with 55; whilst of the non-Common Market countries Britain, with 36 exhibitors, came second to Denmark's 48. These are official figures but there were six other British firms represented on agents' stands and not listed. It is interesting to recall that at the 1962 Show in Munich only 18 British firms participated.

In a colourful opening event on Sunday May 31 Federal President Lubke was met at the Fairground entrance and taken by coach to the 'Great Ring' where he made his opening address and presented prizes to the two most successful farmers of the year. There was a drive past of agricultural machines and a parade of livestock. A 'Green Procession' arrived in the Ring from the city of Hanover and was greeted by the Agricultural Minister of Lower Saxony, Herr Kubel.

Although the show is meant primarily as an agricultural technical information centre it is natural that it should also be a selling exhibition. This year business was lively. There was every indication that the market for agricultural machinery is still robust, and expanding, and a challenge for British manufacturers.

No generalizations can be made about the results but most British exhibitors were well satisfied. On the whole they meet the same conditions and difficulties as foreign firms meet in Britain. If they have highly specialized machines they do well. It is much more difficult to sell the simpler machines against intense local competition.

Great interest was shown in the hydrostatic transmission system for tractors which was on view on the stand of Dowty Hydraulic Units Ltd. This is claimed to be the first cheaply priced system of its kind and something new for the German market. Messrs. Bamfords Ltd., of Uttoxeter, were pleased to find that their trade name WUFFLER has found its way into the German agricultural vocabulary as a word for hay conditioners.

There was a good display of British battery laying poultry cages and the firms were satisfied with results. Two of the firms have already established companies in Germany. British tractors were prominent and the manufacturers are optimistic even in this very large but difficult market.

The Retail Leather Goods and Saddlery Association collaborated with the Board of Trade in a 'joint venture' stand representing eight British member firms. The stand was excellently designed and laid out and was highly popular. The officials of the Rural Industries Bureau who manned it were kept busy with a stready stream of inquirers many of whom were saddlers seeking business arrangements with the member firms of the Association. The high quality of the saddles, whips and harness impressed the German buyers and there were several good orders. Within their own class these goods are highly competitive in the market. The exhibitors are optimistic and intend to come to the next show in 1966.

British firms are obviously recognizing the value of this international event, and, if the trend continues, Britain might well be the major non-German participant in 1966.

British glass and pottery display at Paris Fair

BRITISH GLASS AND POTTERY manufacturers will both be showing their products at the International Glassware, China and Pottery Fair (the Salon Internationale des Industries et Arts du Feu) which will be held in Paris from June 14 to June 22. This is the first occasion on which the Glass Manufacturers' Federation has taken part in a 'Joint Venture' display at an overseas trade fair.

In all, fifteen British firms will be represented. Their participation has been arranged by the Glass Manufacturers' Federation and the British Pottery Manufacturers' Federation in collaboration with the Board of Trade.

The four British glass firms that are taking part held a preview of their exhibits in London last month. One of the most interesting exhibits is a Webb Corbett cut crystal bowl, designed by the Marquis of Queensberry, which won the Duke of Edinburgh's Prize for Elegant Design this year.

Eleven British pottery firms are showing a wide range of domestic earthenware and bone china. There are examples of enamel-filled earthenware, and many articles showing the extensive use of gold finishes. Designs in the china section mainly follow traditional themes although some contemporary shapes and patterns will also be shown.

British exports of domestic pottery in 1963 maintained the 1962 total of £14.5 million, of which £161,000 went to France (an increase of £51,000 on the 1962 figure). Exports of domestic glass in 1963 totalled over £2.29 million, of which nearly one-third went to Europe, the chief market being Western Germany.

Note: British pottery firms took part in a 'joint venture' display at the Paris Fair for the first time last September. On this occasion the Fair was visited by Lord Derwent, then Minister of State, Board of Trade.

Mr. P. J. Parker, assistant export sales manager of Chance Brothers, at the wheel of the Chance van en route to the Fourth Salon International des Industries et Arts du Feu, Paris. This will be the first appearance for their Fiesta glassware range at a Continental Exhibition. Chance Brothers, along with three other glass firms, are being sponsored in this venture by the Board of Trade.

British display at Barcelona Samples Fair

THE BOARD OF TRADE is installing an official British stand, including an Information Bureau, at the 32nd International Samples Fair, Barcelona, which opened June 1 until June 15.

The British Consulate-General, Barcelona, is manning the stand, which occupies some 1,500 sq. ft. and includes photographic illustrations, models and working exhibits supplied by 20 exhibitors who took part in the successful major British Industrial Fair in Barcelona in April.

Among the working exhibits are a yarn winding machine, a potato peeler, a coin-in-the-slot beverage machine, and a pie and pastry mixer. Model exhibits include a crane, a compost disposal unit, a turbine engine and a mobile electricity generator.

The Board of Trade has exhibited in previous years at the International Samples Fair, Barcelona. The last time was in 1963, when over 10,000 exhibitors from 45 countries took part in the fair. That event also attracted 1·8 million visitors, including over 23,000 foreign visitors from 71 countries. British exports to Spain last year were worth £60·3 million, compared with £52·6 million in 1962 and £32·2 million in 1961.

15 British firms at Essen Building Exhibition

THE SECOND German Building Exhibition (Deubau) in Essen was opened officially by Herr Josef Franken, the Minister of Country Planning, Buildings and Public Works for Northrhine/Westphalia on June 4, in the Gruga Halle in Essen in the presence of Herr Nieswand the Lord Mayor of Essen and other prominent personalities. The exhibition, which was, held from June 4 until June 14, had as its general theme 'The purpose of future building'. Besides showing building accessories and materials the exhibition halls also included prestige displays of town planning, of which the Scottish Towns of Cumbernauld and Livingstone were shown as examples, new university and school buildings and replanning of existing villages, all of which for the most part were supported by models, photographs and architectural drawings.

About 580 firms participated and of this number 15 were from Britain. The other foreign participants were: Dutch (4), Austrian (1), Swiss (2), Danish (3) and Italian (3) firms.

The 15 British firms participated on the combined stand designed by the Central Office of Information and organized in co-operation with the National Council of Building Materials Producers and the Board of Trade. In conjunction with the Buidling Exhibition an International Building Congress also took place at which many internationally known building experts from France, Finland, Poland, Mexico and Germany discussed building problems and the developments of new techniques in their respective countries. These discussions were very well attended.

The majority of the exhibition was devoted to new building materials, in particular floorings, wall boarding, doors, windows, bricks and tiles. Other sections showing heating appliances of gas and electricity, model kitchens, and similar supporting fitments were of interest to the visitors. Building machinery, such as excavators, dumpers and cranes were displayed in the foreground of the exhibition halls. Two or three of the larger German exhibitors devoted the composition of their stands entirely to parts and systems of pre-fabricated houses and buildings. The British exhibitors were visited on June 10 by Mr. Sharples, MP, Parliamentary Secretary to the Ministry of Public Buildings and Works accompanied by members of the British Embassy in Bonn and the Consulate-General in Dusseldorf.

Mr. Sharples attended a reception on the British Combined Stand where he was introduced to the assembled guests including members of the German building trades and the Press by Mr. A. A. E. Franklin, Consul-General, Dusseldorf. In his speech Mr. Sharples said that although it was only the second occasion on which the exhibition had been held it had already achieved a very important place for itself amongst the international exhibitions and congresses.

The British firms were exhibiting a wide variety of products and services, including roofing and cladding material, wallboards, specialized paints, floor covering, moisture meters, sliding door gear, air conditioning, sink tops and washing machines, boilers, piping, tools, housing system, lettering and trade magazines.

The popularity of the last Metz International Trade show is indicated by the number of visitors seen at the outdoor exhibits in the building construction and public works section.

Opportunities at Metz Fair

AT A PRESS reception and film show in London on June 11, attended by Mr. Yves Guermont, director general of the Metz Fair, the origins of the present fair in the Lorraine region of Eastern France were traced back to 952, when the city was already a natural meeting place for merchants from all parts of Europe. Indeed it is believed that trade fairs were held in Metz in Roman times.

A large international exhibition took place in Metz in 1861 (ten years after the Great Exhibition in London) and the modern fair was established in 1928, becoming an international fair in 1931 In 1956 the Metz Fair became a member of the Union of International Fairs (U.F.I.). Up to 1963 the Fair covered a wide section of trade and industry but, in accordance with its location in the industrial Lorraine Basin, concentrated largely on heavy equipment and capital goods. In 1963 it was decided to divide the fair into two separate events.

The Spring Fair ('Expometz') is now for consumer goods; the next event takes place from April 1-11, 1965.

The Autumn Fair known as the 'Foire Internationale de Metz' September 30-October 11, 1964, and September 29-October 10, 1965, will concentrate on heavy and light engineering products, building and construction equipment, agricultural machinery and similar capital goods. In this connection the film reported that 94 per cent of the iron ore mined in France comes from the Lorraine Basin as well as 71 per cent of the total French production of pig iron and 66 per cent of its steel.

Last year the Fair covered a gross area of 1,187,000 sq. ft. on which 15 exhibition halls provided a covered exhibition area of 290,000 sq. ft. In 1963 there were 2,415 exhibitors, of whom 664 were non-French. The total number of visitors was 613,000. For the first time a British delegation attended the Fair.

Inquiries about the Metz Fairs may be addressed to Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Telephone: Welbeck 9759).

American safety equipment exhibition at US Trade Center

AN EXHIBITION of Industrial and Mine Safety Equipment from America, will be held at the United States Trade Center, 57, St. James's Street, London, S.W.1. from July 9 to 17.

The exhibition will be open daily (except Saturday and Sunday) from 10 a.m. to 5 p.m. Admission is free.

Record British display at Frankfurt ACHEMA

A RECORD number of British firms will be showing their latest developments in chemical plant and equipment at the Chemical Engineering Exhibition and Congress (ACHEMA), which opened at Frankfurt on June 19, and continues until June 27. The British Chemical Plant Manufacturers' Association is collaborating with the Board of Trade in organizing the first 'joint venture' display by 18 of their member-firms, who will occupy individual stands covering an area of 331 square metres. In addition, many other British firms will be taking part in the Exhibition independently, or will show their products on the stands of agents or other associates. In all, 80 British firms will be represented. This is the largest group of British chemical plant and equipment manufacturers that has ever gone overseas, and will constitute the largest national group at the Exhibition.

Many items of new plant will be seen, and improvements and developments in both plant and apparatus which have taken place since the last ACHEMA will be on show. Teams of experts will be present to discuss the applicability of their goods to the specific problems of potential customers.

The ACHEMA Exhibition—the practical part of the Frankfurt Congress—is one of the biggest international chemical engineering exhibitions, and attracts representatives from every part of the world. British exhibitors this year will include a number of contractors for large chemical plants who have recently secured important contracts in the Soviet Union and other Eastern European countries.

Economic growth theme of Electrical Power Convention

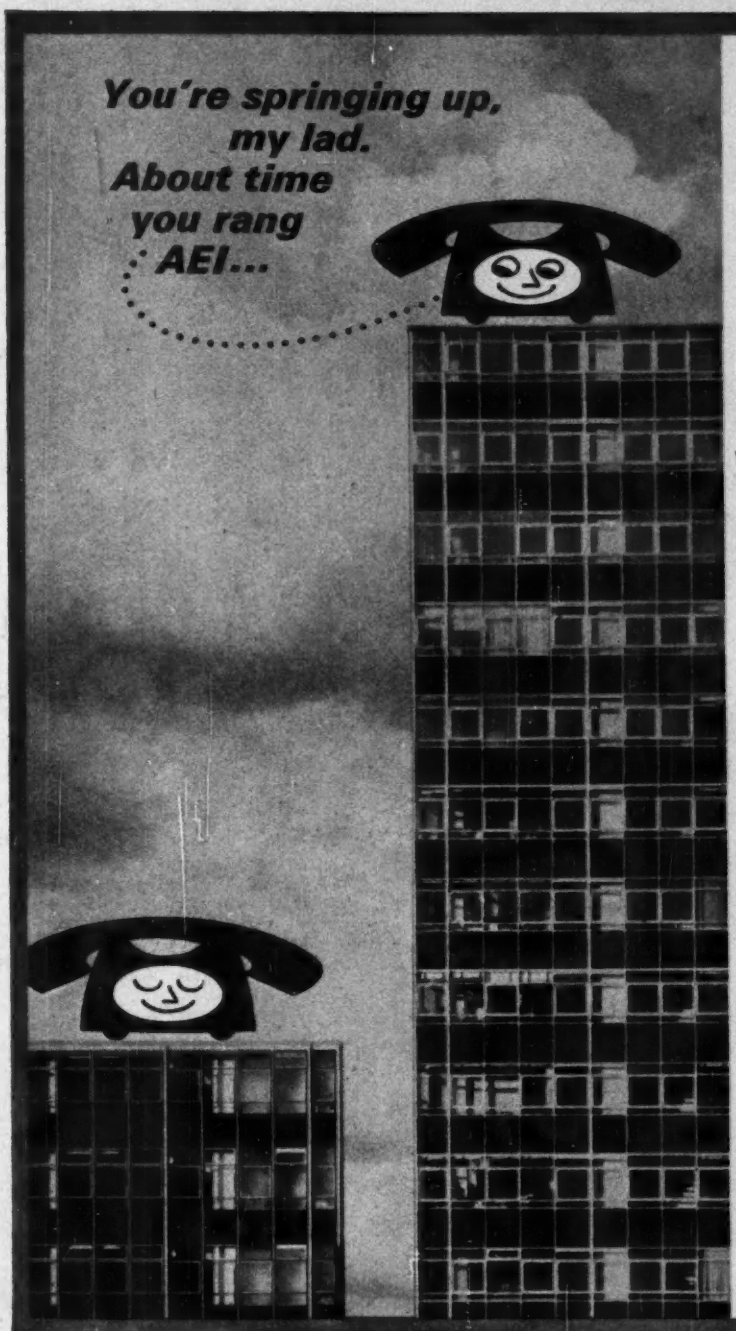
'THE ELECTRICAL INDUSTRY and economic growth' is to be the theme of this year's (the 16th) British Electrical Power Convention to be held at Eastborne from June 22 to 25. Announcing this on June 11 at a Press conference in London to introduce the speakers, Sir Harold Mullens, chairman of A. Reyrolle and Co. Ltd., C. A. Parsons and Co. Ltd., and president of the Convention, said that there was historical support for the view that a fast rate of economic growth would not be achieved without a healthy and expanding electrical industry.

'Great Britain is one of the world's leading exporters of electrical equipment', he said. 'During the past 10 years British exporters of electrical equipment have earned more than £3,000 million'.

Papers this year will be on 'The electricity supply industry and economic growth'; 'Electricity—the nerves and muscle of growing industry' and 'The contribution of electric lighting to economic growth,. The Citrine Lecture this year will be given by Sir Harold Hartley and is entitled 'The changing pattern of energy consumption in the United Kingdom'.

'The Exporters' – film for hire

Would-be exporters can hire a 60-minute BBC documentary film called 'The Exporters'. Set against the background of a trip made by a representative of a manufacturing company to open new markets in West Germany, the film gives broad advice on sources of information, procedures, and all important questions of commercial psychology. The film 16 mm. black and white, is now available for hire from the Central Film Library, Central Office of Information, Government Buildings, Bromyard Avenue, London, W.3 (Tel. Shepherds Bush 5555). Hiring charges are 30s. for the first day plus a surcharge of 9s. There are reduced charges for additional days.



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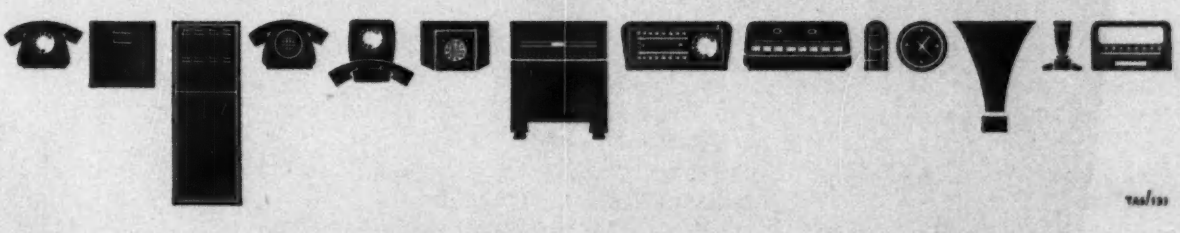

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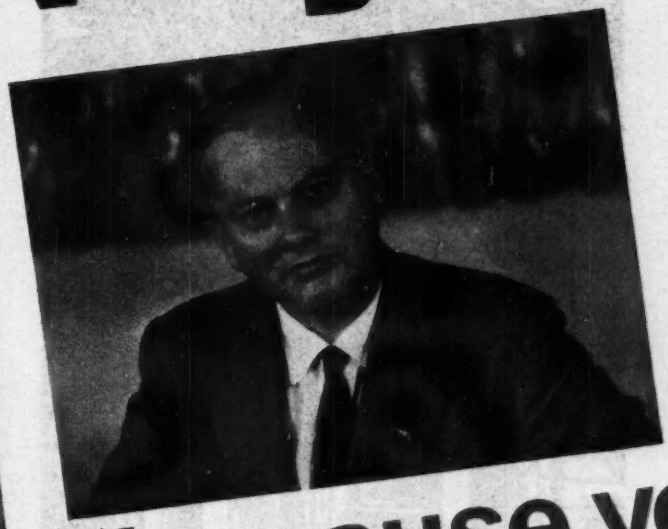

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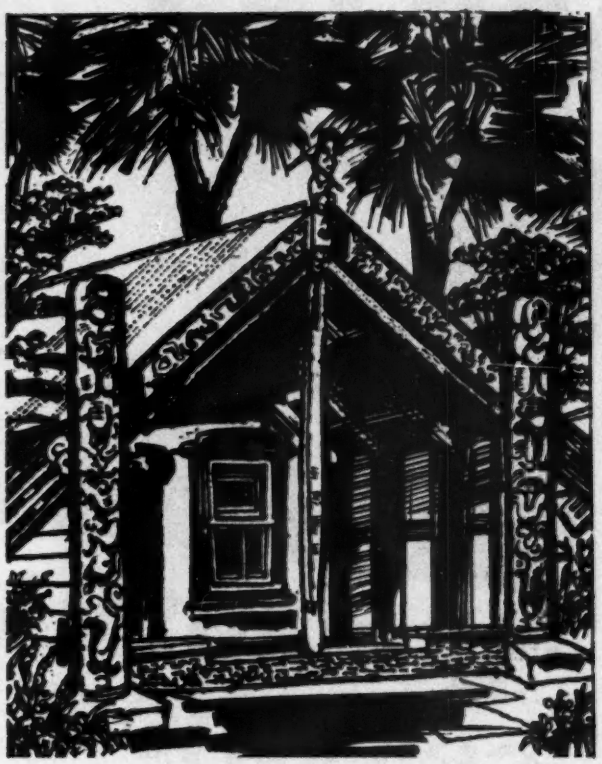

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Overseas Trade and Exports

Britannia House, Brussels

A new Anglo-Belgian building project in Brussels

ON JUNE 3, at a ceremony attended by the British Ambassador Sir Roderick Barclay, the United Kingdom Ambassador to the European communities, the Hon. Sir Con. O'Neill, the Bourgmestre of Brussels, Monsieur Cooremans, Mr. A. P. Costain M.P. and a distinguished gathering of British and Belgian businessmen, Press representatives and officials, 'Britannia House', an imposing office block situated in one of the main business areas of Brussels, was formally inaugurated. The building, which when completed will include a fourteen storey tower, is the result of an idea conceived by Monsieur Armand Blaton, a leading Belgian entrepreneur.

The reasoning behind the project was that whether or not Britain joined the European Economic Community, business ties between the two countries would continue to grow fast. An increasing number of British firms wishing to establish themselves within the Common Market were electing to do so in Belgium, and more particularly in Brussels, the seat of the European Economic Commission. It was therefore decided to erect a block which would be used to provide first-class and dignified office premises primarily for British firms and allied services in a part of the city near to other business buildings, embassies and to the headquarters of important Government and international bodies. The location is in rue Joseph II just off the boulevard du Régent.

The project was initiated in conjunction with Richard Costain Ltd., a firm with whom M. Blaton had collaborated when building the British Pavilion at the 1958 Brussels World Fair. A 'Britannia House' property company was formed with British and Belgian directors, and both British and Belgian architects were employed to design the building.

The architectural treatment is distinguished by a main tower block with two lower buildings which flank it, offering a total floor area (not including basements) of almost 14,000 square metres. The tower has a central core of services and lifts, leaving a maximum amount of space around it, entirely free of intermediate columns. The ground floor will contain space for showrooms and three basements will provide parking for 130 cars and space for archives. A large part of the material used in the building will be British made. It will be faced with Portland roach stone. An English pub may be introduced on the ground floor.

Work on the site began on January 2, 1964 and the basic structure has now reached the sixth floor. It is expected that offices will be available for occupation next summer. The construction is being carried out by a consortium of Costain S.A. and Travaux S.A.

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Norway

THE ITALO-NORWEGIAN Trade Agreement, which was signed in Rome on April 20, 1963, has been extended for a further year.

Because of the high level of liberalization of imports into Italy, nearly all Norwegian goods may be freely imported into that country. However, special quotas have been established for the import into Italy of the following commodities: baccala and stockfish, various fish and whale liver oils, fish flour and other fish products, butter, cellulose and mechanical pulp, ilmenite and ferro-chrome. Italian exports to Norway include fresh fruit and vegetables, wines and vermouth, hemp, textile yarns and refined sulphur.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450), quoting CRE 4668G.

Italy and Republic of Cameroon

THE TRADE AGREEMENT between Italy and the Republic of Cameroon, signed in Rome on October 31, 1962, has now been ratified. It includes a treaty of economic and technical co-operation by which Italian technicians are to assist in the development of Cameroon. Among Italian exports are fruit, rice, tinned foodstuffs, construction material, textiles and clothing, motor vehicles and tractors, electrical and other machinery, consumer durables and petroleum products.

Cameroon will export to Italy tropical foodstuffs and pharmaceutical products, handicraft products, mineral ores, wild animals for zoos, fish, and hides.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450) quoting CRE 6469/G.

Lebanon and Cameroon

A TRADE AGREEMENT between the Lebanese Republic and the Federal Republic of Cameroon has been signed in Beirut.

Under the terms of the agreement each country will grant the other most favoured nation treatment. The exchange of certain goods is to be especially facilitated, including cocoa, coffee, nuts and handicrafts from the Cameroons and apples, other fruits and nuts, vegetable oils, textiles and various industrial products from the Lebanon.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

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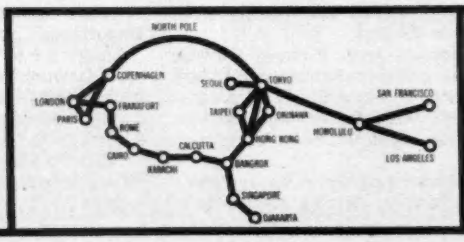

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EEC and Israel

IT HAS BEEN REPORTED that a Trade Agreement between the European Economic Community and Israel was signed in Brussels on June 7, and is to enter into force on July 1. The Agreement provides for temporary reductions of the Community's Common Tariff and immediate alignment on the present or reduced rates of the Common Tariff to be aplied to certain products by Member States whose customs duties are at present in excess of these rates. The temporary reductions of the Common Tariff concerns 21 agricultural and industrial products and range from 10 to 40 per cent of the present rates. The agreement is signed for three years and is renewable.

Further information concerning the details of the Agreement will be published in the *Board of Trade Journal* as soon as possible.

Turkey and Israel

A PROTOCOL supplementing the Trade Agreement between Turkey and Israel dated March 18, 1960, was signed in Jerusalem on March 23, 1964, and will regulate trade exchanges between the two countries for one year from April 1, 1964.

Annexed to the protocol are lists of goods 'A' covering Turkish exports to Israel, and 'B' covering Israeli exports to Turkey.

An English translation of the protocol may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462).

India and France

IT WAS AGREED at the meeting of the Franco-Indian Economic Commission held on March 10-13, that the Franco-Indian Exchange of Letters of October 19, 1959, should be extended for one year.

The protocol issued as a result of the meeting aimed at an increase in trade between the two countries. Any inquiries about this notice should be addressed to the Board of Trade Commercial Relations and Exports Department, Room 337, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, ext. 2277).

Turkey and Czechoslovakia

A PROTOCOL supplementing the Trade Agreement dated July 9, 1949, between Turkey and Czechoslovakia was signed in Ankara on February 7, 1964, and will regulate trade exchanges between the two countries for one year from April 1, 1964.

Annexed to the protocol are lists of goods, 'A' covering Czechoslovakian exports to Turkey, and 'B' covering Turkish exports to Czechoslovakia.

A translation into English of the protocol may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 and 450).

British Trade Commission offices in Cyprus and Tanganyika

THE POSTAL ADDRESS of the British Trade Commission in Cyprus should be amended to read: P.O. Box 1978, Nicosia, Cyprus.

The street address of the Office of the British Trade Commissioner in Tanganyika should be amended to read: Permanent House, Corner Azikiwe Street/Independence Avenue, Dar es Salaam, Tanganyika. The postal address, P.O. Box 9112, is unchanged.

British Commercial Representatives in Cyprus

MR. J. L. BEAVEN, until recently serving as a Second Secretary (Commercial) at Freetown, has been appointed as British Trade Commissioner at Cyprus and will take up his appointment in June. He will succeed Mr. L. Reid who will be returning to Britain for duty with the Board of Trade at the end of his tour.

British Trade Commissioner at Jesselton

The Office of the British Trade Commissioner at Jesselton is now located on the 5th floor of the Wing On Life Assurance Building. The telephone numbers, postal and telegraphic addresses are unchanged.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Electronic Computer for South Australian Railways, Adelaide. July 3. E.S.B. 17329/64.
Recording System; P.A.B.X. System for Department of Works, Papua. July 28. E.S.B. 17328/64.*
Weighbridge for Western Australian Tender Board. July 23. E.S.B. 17326/64.*
Postmaster General's Department:
Insulators. July 2. E.S.B. 17641/64.*
Resistance Wire. (Further Information.) July 9. E.S.B. 15934/64.*
Television Line Transmission Equipment. (Further Information.) E.S.B. 15940/64.*

BURMA

Cardboard Containers; Pharmaceuticals. for The Burma Pharmaceutical Industry. July 2. E.S.B. 17392/64.*
Motor Cycles for Ministry of Defence. Closing date not known. E.S.B. 17068/64.
Steel Wire Ropes for Director of Civil Aviation. As soon as possible. E.S.B. 17677/64.*
People's Stores Corporation:
Jack Hammers; Drill Rods; Rammers. July 6. E.S.B. 18014/64.*
Haulage Winches. July 6. E.S.B. 18015/64.*
Textile Yarns. July 2. E.S.B. 17393/64.*
Furnace. July 3. E.S.B. 17671/64.*
Viscose Rayon Yarn. July 1. E.S.B. 17672/62.*
Metallic Yarn. June 30. E.S.B. 17673/64.*
Transformers; Electrodes. June 30. E.S.B. 17674/64.*
Milk Powder. June 30. E.S.B. 17675/64.*
Corrugated Sheets. July 15. E.S.B. 17667/64.*
G.I. Sheets. July 15. E.S.B. 17668/64.*
Drilling Equipment. July 2. E.S.B. 17669/64.*
Belt Conveyors. July 3. E.S.B. 17670/64.*
M.S. Sheets and Plates. June 30. E.S.B. 17676/64.*
Metals. June 30. E.S.B. 17678/64.*

CANADA

Hydraulic Turbines; Electric Generators for Saskatchewan Power Corporation. July 20. E.S.B. 17327/64.*

CEYLON

Channell Brackets for Ministry of Municipal and Rural Affairs. (Further Information.) Tender documents now available. E.S.B. 16808/64.*
Pressure Filter Plants for Ceylon Government Railway. (Further Information.) July 1. E.S.B. 15516/64.
Filtration Plant and Pumping Station for the Department of Water Supply and Drainage. July 24. E.S.B. 17322/64.
Building Projects for Department of National Housing. Closing date postponed to August 4. E.S.B. 9480/64.*
Ministry of Health and Housing:
Mobile X-Ray Units. September 1. E.S.B. 17336/64.
Pharmaceuticals. Tender documents now available. E.S.B. 15519/64.*
Anaesthetic Apparatus. (Further Information.) Tender documents now available. E.S.B. 16536/64.*
Sterilizers. September 1. E.S.B. 17337/64.*
Colombo Port Authority:
Cranes and Fork-Lift Trucks. (Further Information.) July 29. E.S.B. 12425/64.*
Vehicles. August 5. E.S.B. 17325/64.*

CHILE

Anaesthetic Apparatus for National Health Service. July 1. E.S.B. 17666/64.*

COLOMBIA

Telephone Instruments for Gerencia de la Empresa de Telefonos. July 7. E.S.B. 17384/64.*

EGYPT

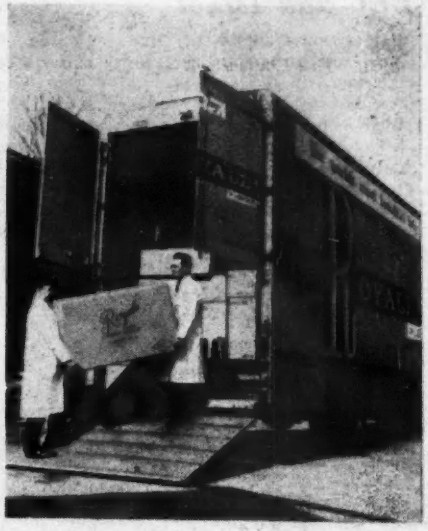
Egyptian Railways:
Carbide Tools. July 11. E.S.B. 17073/64.
Steel: Hand Tools. August 1. E.S.B. 17330/64
Tools. July 27. E.S.B. 17071/64.
Grinding Wheels. July 15. E.S.B. 17072/64.

EL SALVADOR

Antitetanus Serum for Proveeduria General de la Republica. June 30. E.S.B. 18008/64.*

FORMOSA

Core Blower and Drawing Machine for Yue Long Motor Co. Ltd. July 16. E.S.B. 18021/64.*
Central Trust of China:
Circular Saw Blades. July 8. E.S.B. 17334/64.*
Carbon Black. July 9. E.S.B. 17391/64.*
Mobile Cranes. July 11. E.S.B. 17389/64.*
Bushings and Washers. July 14. E.S.B. 17647/64.*
Resin. July 10. E.S.B. 17651/64.*
Transformers; Insulating Oil. July 13. E.S.B. 17650/64.*
Electric Plants. July 14. E.S.B. 17649/64.*
Chemicals and Laboratory Equipment. (Further Information.) E.S.B. 33177/63.*
Testing and Measuring Equipment. (Further Information.) E.S.B. 11801/64.*
Tools. (Further Information.) Closing date postponed to June 30. E.S.B. 11857/64.*
Vibro Shearing Machine. (Further Information.) Closing date postponed to June 30. E.S.B. 12791/64.*



A consignment of baby carriages being loaded for New York at the factory of Royale Baby Carriages, London. Last year the firm saw a 12 per cent rise in their export shipment ranging from Pakistan to Argentina. The United States is their best customer followed by France.

Spectrometer. (Further Information.) E.S.B. 13436/64.*
Overhead Crane. July 7. E.S.B. 17626/64.*
Steel Rail. July 3. E.S.B. 17029/64.*
Asbestos Fibre. July 14. E.S.B. 12066/64.*
Filter Paper. July 3. E.S.B. 17067/64.*
V-Belt. July 6. E.S.B. 17028/64.*
Gauges. July 9. E.S.B. 17060/64.*
Chemicals. July 3. E.S.B. 17061/64.*
Machine Tools; Taps and Dies. July 7. E.S.B. 17627/64.*
Deep Well Motors. July 6. E.S.B. 17628/64.*
Pumps. July 13. E.S.B. 17629/64.*
Graphite Plate. July 6. E.S.B. 17630/64.*
Hoists. July 8. E.S.B. 17331/64.*
Bentonite. July 10. E.S.B. 17332/64.*
Miscellaneous Equipment. July 6. E.S.B. 17658/64.*
Switch Gear Cubicles. July 9. E.S.B. 17657/64.*
Electric Pumps. July 15. E.S.B. 17648/64.*
Tyres and Tubes. July 9. E.S.B. 17353/64.*
Motor Starters and Circuit Breakers. July 10. E.S.B. 17390/64.*
Smokemeters. July 11. E.S.B. 17388/64.*
Generator. (Further Information.) June 30. E.S.B. 763/64.*
Electrical Equipment. July 6. E.S.B. 17059/64.*
Lathes. July 7. E.S.B. 17025/64.*
Arc Welder. July 8. E.S.B. 17027/64.*
Water Gauge Glass. July 6. E.S.B. 17335/64.*
Vacuum Tubes. July 10. E.S.B. 17387/64.*

GREECE

Steel Rails for Hellenic State Railways. July 10. E.S.B. 17079/64.
Ministry of Trade:
Machinery for Oxidising, Bookbowing and Zincograph Treatment. July 3. E.S.B. 17307/64.*
Spare Parts for Runway Lighting. July 13. E.S.B. 17083/64.*

(*Continued on page* 1351)

No. 10 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

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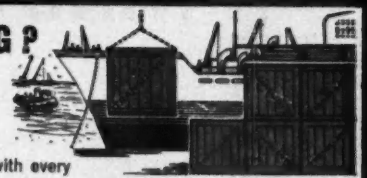

For quick, safe and efficient transportation of exports, consult Transalloyd Overseas Limited. Our business is to safeguard the transportation and delivery of exports to any part of the world and we offer a truly comprehensive service covering all classes of merchandise. We will collect your goods – which you can either pack yourselves or instruct us to have packed for you – deal with every conceivable detail of consular, customs and other documentation, insurance, bills of lading and all other necessary official procedure, and forward by the appropriate method of transportation, by land, sea or air. Let us be your Export Forwarding Department.

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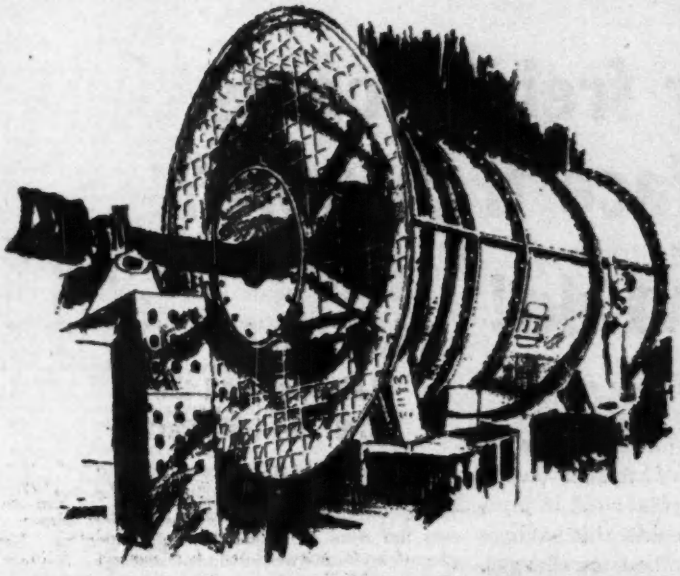
JAMES HOWDEN AND COMPANY SAVE £16,000 EVERY YEAR—WITH MOBIL



MANAGEMENTS SAVE WITH

Mobil

ECONOMY SERVICE

The difference between traditional lubrication and scientific lubrication can often be measured in money. The advertisements reproduced here may remind you of the savings which some Mobil customers have made with the help of Mobil Economy Service. All these savings (which run into thousands of pounds) are *annually recurring.*

The managements who have achieved these economies realise that lubrication is a specialized branch of engineering and that Mobil have played a big part in making it so.

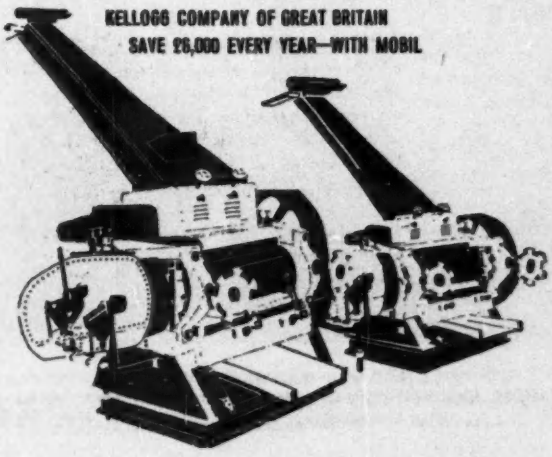
As part of their plan for service to management of the future, Mobil have now developed Mobil MI/DAC (Management Information for Decision And Control), a new system for providing management with information through automatic data processing systems. With Mobil MI/DAC, virtually every stage of lubrication and maintenance can be evaluated *automatically,* on the basis of which decisions can be taken to increase efficiency and reduce costs.

Mobil MI/DAC can be applied in many fields—in most industrial undertakings, in machine tool and machinery manufacture, in civil engineering contractors' plants, and in transport fleets.

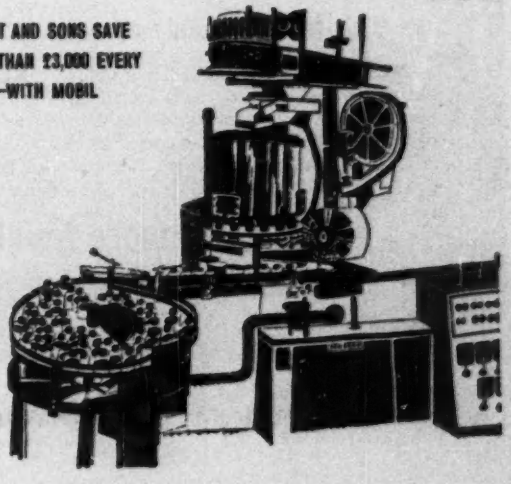
We are confident that Mobil Economy Service can help save substantial sums of money in *any* business using industrial machinery. If you get in touch with us, we shall be pleased to show how you can increase production and reduce maintenance costs.

MOBIL OIL COMPANY LIMITED, CAXTON HOUSE, LONDON SW1

KELLOGG COMPANY OF GREAT BRITAIN SAVE £6,000 EVERY YEAR—WITH MOBIL



RECKITT AND SONS SAVE MORE THAN £3,000 EVERY YEAR—WITH MOBIL



Who says air freight costs less than surface transport?

KLM do!

And KLM can prove it. *Initially* air freight costs more than conventional transport. But because air freight is faster it cuts down on overheads. In fact the manufacturer who airfreights his product saves money on practically every stage of his distribution operation. Greater door-to-door speed reduces capital sunk in pipeline stock, sales stock and safety allowances. Considerable savings are made on interest on capital, insurance and warehousing charges. Packing and handling costs are a fraction of those incurred with surface transport. *In hundreds of cases these savings more than offset the higher airfreight rates.* So air freight *can* be cheaper after all. The chances are that airfreight is the cheapest form of transport for *your* product.

Prove it yourself with KLM's exclusive 'Test of Time' technique

The 'Test of Time' method is clearly set out in a booklet available from KLM. A comparative cost analysis enables you to evaluate the advantages (or otherwise) of air freight to your organisation.

By analysing time savings, capital investments on goods in store or in transit, packing, insurance, road-haulage and other distribution overheads, KLM have enabled hundreds of companies throughout the world to take advantage of air freight.

If the 'Test of Time' is positive, call in KLM for a complete analysis. Specially trained KLM personnel are available to assist shippers to investigate all aspects of distribution. They will evaluate each individual case and present an unbiased appraisal of the advantage or otherwise of incorporating air freight into the everyday production and delivery scheme.

The assistance of KLM staff does not involve shippers in any cost or obligation. They will send a representative or team where necessary and extract and analyse all the data required to present a balanced judgment based upon facts.

Air freight is only as good as its ground handling

Jet speeds in the air are all very well. But the real test of an airfreight operation rests very firmly on the ground. About 80% of the time required to shift a cargo from A to B is consumed in ground handling time.

KLM's time-and-motion men found the answer in palletization. By pre-loading cargo on to pallets and then fork-lifting it into aircraft equipped with built-in loading tracks and ball-bearing rollers, what once took hours is now achieved in minutes.

KLM carry more freight world-wide than any other European airline

KLM—first with the DC-8F jet freighter

KLM were the first European carrier to order the DC-8F jet freighter and will be the first to own and operate it. This aircraft is the very last word in freighters. High, wide cargo doors located well forward of the wings allow fork-lifts and other loading equipment to be easily manoeuvred. 36 tons of palletized freight can be loaded in minutes.

KLM have thousands of I.A.T.A. approved Cargo Agents throughout the world—over 300 in the U.K. and Ireland alone. All are ready to give you the benefit of their wide and varied experience. So too are KLM Cargo Offices in London, Birmingham, Manchester, Glasgow, and Dublin.

For literature and further information please write to KLM Air Freight Centre, 67 Clerkenwell Road, E.C.1. Tel: Mayfair 8803.

Tyres and Tubes. July 30. E.S.B. 17382/64.*
Electric Bulbs. July 17. E.S.B. 17383/64.*
Paper. July 20. E.S.B. 17640/64.*
Photographic Material. June 30. E.S.B. 17081/64.*
Photographic Material. June 30. E.S.B. 17084/64.*
Tin. July 23. E.S.B. 17308/64.*

INDIA

Belt Conveyor for National Coal Development Corporation. July 6. E.S.B. 18028/64.*
Cranes for Executive Engineer, Srisailam Project. Further Information.) Closing date postponed to June 30. E.S.B. 14941/64.*
Machine Tools for Heavy Electricals (India) Ltd. August 10. E.S.B. 17316/64.
Radial Gates and Hoists for Government of Andhra Pradesh. July 31. E.S.B. 17685/64.
Radio Telephone Equipment for North Eastern Railways. (Further Information.) Closing date postponed to June 30. E.S.B. 8038/64.*
Railway Sleepers for Ministry of Railways. July 15. E.S.B. 17304/64.*
Sluice Gates for Nagaryunasagar Project (Dam). July 3. E.S.B. 17686/64.
Steel Sheet for Hydro-Electric Construction Projects. July 1. E.S.B. 17303/64.*
Substation Equipment for Kerala State Electricity Board. July 2. E.S.B. 17400/64.*
Transformers for Andhra Pradesh State Electricity Board. August 3. E.S.B. 17688/64.
Workshop Machinery and Equipment for Indian Telephone Industries. July 3. E.S.B. 17050/64.*
National Mineral Development Corporation Ltd.:
Machine Tools; Welding Sets; Testing Equipment. August 12. E.S.B. 17379/64.
Vehicles; Cranes; Drilling Equipment. August 20. E.S.B. 17380/64.
Electrical Equipment. August 11. E.S.B. 17378/64.
Central Railway, Bombay:
Rectifier Sets. Tender documents and drawings now available. E.S.B. 16346/64.*
Wagon Tippler. (Further Information.) E.S.B. 15278/64.*
Gujarat Electricity Board:
Relay Testing Meters. July 3. E.S.B. 17313/64.
Transformers. July 24. E.S.B. 17312/64.
Rajasthan State Electricity Board:
Fuse Holders. July 15. E.S.B. 17695/64.
Transformers. July 9. E.S.B. 17694/64.
Street Lighting Fixtures. July 23. E.S.B. 17696/64.
Chief Controller of Telegraph Stores:
Radio Receiving Assembly. July 23. E.S.B. 17310/64.
H.F. Transmitters. July 21. E.S.B. 17309/64.
Radio Telephone Terminals. July 28. E.S.B. 17311/64.*
Punjab State Electricity Board:
Cable. (Further Information.) E.S.B. 13812/64.*
Cable. (Further Information.) E.S.B. 13813/64.*
Cable. (Further Information.) E.S.B. 13814/64.*
Cable. (Further Information.) E.S.B. 13815/64.*
Cable. (Further Information.) E.S.B. 13817/64.*
Atomic Energy Establishment, Trombay:
Laboratory Extrusion Press. June 30. E.S.B. 17315/64.*
Servescope. July 20. E.S.B. 17037/64.
Steel Pipes. Tender documents now available. E.S.B. 16395/64.*
Department of Supplies and Disposals:
Electrodes and Accessories. July 29. E.S.B. 17319/64.*
Cable. July 22. E.S.B. 17376/64.*
Metal Working Machinery. July 28. E.S.B. 17377/64.*
Boring and Turning Mill. August 11. E.S.B. 17825/64.*
Transfer Moulding Press. July 22. E.S.B. 17065/64.*
Procurement Circle, Talwara Township:
Cable Fault Locators. July 22. E.S.B. 17318/64.*
Cylinder Boring Machinery. September 2. E.S.B. 17070/64.*
Electric Torches. July 24. E.S.B. 17689/64.
Cranes. July 30. E.S.B. 17691/64.
Line Tester and Meter. July 25. E.S.B. 17099/64.
Pumps. August 3. E.S.B. 17692/64.
Vibrators; Generator Sets; Distribution Boxes; Cables. July 31. E.S.B. 17693/64.
Rolling Stock Equipment. July 4. E.S.B. 17690/64.

IRAN

Bolts, Nuts and Screws for Iranian State Railways. September 1. E.S.B. 17340/64.*
Brake Fluid for Imperial Iranian Army. August 31. E.S.B. 17339/64.*

IRAQ

Musical Instruments and Accessories for Ministry of Defence. July 26. E.S.B. 17350/64.*
Ministry of Health:
Transfusion Bottles. July 5. E.S.B. 17353/64.
Leather Cloth. July 5. E.S.B. 17360/64.
Government Oil Refineries Administration:
Drum Closures (Adapters). (Further Information.) Tender documents now available. E.S.B. 16817/64.*
Side Boom Tractor. July 7. E.S.B. 17352/64.
Ministry of Municipal and Rural Affairs:
P.V.C. Wires. July 7. E.S.B. 17363/64.
Vices (Wire-Draw). July 7. E.S.B. 17351/64.
Time Switches. July 7. E.S.B. 17362/64.
Ministry of Agrarian Reform:
Housing Project. July 18. E.S.B. 17355/64.
Water Control Equipment. August 20. E.S.B. 17356/64.
Irrigation Constructional Project. August 20. E.S.B. 17357/64.

KENYA

East African Railways and Harbours:
Machine Tools. Closing date not known. E.S.B. 17367/64.
Machine Tools. Closing date not known. E.S.B. 17368/64.
Milling Machine. Closing date not known. E.S.B. 17366/64.

KOREA

Office of Supply:
Laboratory Testing Equipment. July 7. E.S.B. 17088/64.*
Refractories; Mortar; Reagents. July 2. E.S.B. 17681/64.*
Tipping Material; Chemicals. June 30. E.S.B. 17622/64.*

KUWAIT

Hemp Rope for Kuwait Oil Company. July 5. E.S.B. 17314/64.*
Water Meters for Ministry of Electricity and Water. July 1. E.S.B. 17375/64.*

LEBANON

Carrier-Current Equipment for Overhead Telephone Lines for Administration des Adjudications Publiques. Re-issue of Tender. Closing date now July 7. E.S.B. 1350/64.*

MALTA

Malta Electricity Board:
Heating, Lighting and Ventilation Equipment. August 24. E.S.B. 17361/64.
Oil Storage Tanks. (Further Information.) Closing date postponed to July 15. E.S.B. 13764/64.

MOZAMBIQUE

Public Works and Transport Department:
Building Construction. June 30. E.S.B. 17663/64.
Air-conditioning Installations. Closing date postponed to July 2. E.S.B. 14329/64.
Ports, Railways and Transport Dept.:
Various Goods. July 15. E.S.B. 17659/64.
Washers, Bolts and Rivets. July 1. E.S.B. 17661/64.

NEW ZEALAND

Stainless Steel Cutlery for North Canterbury Hospital Board. July 10. E.S.B. 12130/64.*
Textiles for Ministry of Works. July 15. E.S.B. 17365/64.*
General Post Office:
Cords for Telecommunications. July 16. E.S.B. 17619/64.*
Diodes. July 15. E.S.B. 17620/64.*
Telecommunications Equipment. July 16. E.S.B. 17618/64.*
Hand Tools. July 9. E.S.B. 17364/64.

PAKISTAN

Journal Axle for Pakistan Western Railway. July 8. E.S.B. 17370/64.*
Railway Carriage and Wagon Factory for East Pakistan Railway Board. Closing date postponed to July 15. E.S.B. 9032/64.*
Water and Sewage Projects for Chittagong Water Supply Sewerage Authorities. (Further Information.) October 15. E.S.B. 3762/64.*
Telegraph and Telephone Directorate:
Air Conditioning Equipment. July 11. E.S.B. 17373/64.
Air Conditioning Equipment. July 11. E.S.B. 17369/64.
Air Conditioning Equipment. July 11. E.S.B. 17372/64.
Telephone and Telegraph Stores. July 25. E.S.B. 17374/64.

PORTUGUEST WEST AFRICA

Copper Ingots and Tubes for Ports, Railways and Transports Dept. July 28. E.S.B. 18002/64.
Topographic Equipment; Camping Materials for Autonomous Highway Board. July 6. E.S.B. 18005/64.
Wire for Land Settlement Board. June 30. E.S.B. 17682/64.
Water and Electricity Board:
Cable. July 3. E.S.B. 18003/64.
G.I. Tubing and Accessories. July 17. E.S.B. 18001/64.
Municipality of Lobito:
Lamp Posts and Frames. July 8. E.S.B. 17687/64.
Tractor. July 3. E.S.B. 17698/64.

SAUDI ARABIA

Furniture for Ministry of Commerce and Industry. July 8. E.S.B. 17305/64.

SOUTH AFRICA

Transvaal Provincial Tender Board:
Mobile Oxygen Chamber. July 17. E.S.B. 17616/64.*
Respirator. July 17. E.S.B. 17615/64.*

SOUTHERN RHODESIA

Southern Rhodesia Government Tender Board:
Flannelette. July 3. E.S.B. 17055/64.*
Worsted Whipcord. July 3. E.S.B. 17057/64.*
Twine. (Further Information.) (Re-issue of Tender.) Closing date July 17. E.S.B. 9477/64.*

SPAIN

Constructional Works for Direccion General de Obras Hidraulicas. Closing dates July 6 to July 23. E.S.B. 17646/64.
Ministry of Public Works:
Buckets for Cranes. July 22. E.S.B. 17321/64.
Irrigation and Construction Projects. July 6. E.S.B. 17097/64.
Irrigation Work. July 6. E.S.B. 17098/64.

SUDAN

Paper for Government Printing Press. July 15. E.S.B. 17637/64.*
Tea for Sudan Railways. June 30. E.S.B. 17638/64.
Department of Stores and Equipment:
Aluminium Utensils. Closing date postponed to July 9. E.S.B. 11812/64.
Footwear. (Re-issue of Tender.) Closing date now July 8. E.S.B. 8533/64.
Shoes. July 4. E.S.B. 17633/64.
Irons. July 9. E.S.B. 17636/64.
Broom Heads; Mess Tins. July 12. E.S.B. 17634/64.
Rubber Solution and Rubber Bulls. July 11. E.S.B. 17635/64.

(Continued on next page)

A delegation of the National Federation of Swedish Sawmilling Associations were recently shown round the Timber Research and Development Association's laboratories at Tylers Green, High Wycombe, Bucks. Mr. J. Scott McBride, director of TRADA, welcomed and explained to them the many varied aspects of the Association's work.

SYRIA

Consultancy Services (Shipyards) for Syrian Major Projects Administration. July 15. Brief description available. E.S.B. 17058/64.*

Planning and Equipment of a Military Hospital for Service of Military Works. August 15. E.S.B. 17683/64.

THAILAND

Sodium Salicylate for the Government Pharmaceutical Laboratories. July 2. E.S.B. 17347/64.

Transformers for State Railways. July 2. E.S.B. 17344/64.*

TURKEY

Chemicals for State Hydraulic Works. July 2. E.S.B. 17656/64.*

Turkish Maritime Bank:

Electromotors. July 2. E.S.B. 17645/64.*

Diving Suits. July 3. E.S.B. 17699/64.*

UNITED STATES

Acoustic and Anechoic Chambers. (Prequalification Information) for U.S. Army Engineer District. Apply by July 8. E.S.B. 17700/64.*

URUGUAY

Wire: Steel Cable for Administracion de Ferrocarriles del Estado. July 14. Tender documents (in Spanish) available. E.S.B. 17053/64.*

Part of the consignment of 6,000 T.V. chassis being loaded at Thorn Electrical Industries Ltd.'s (International Division) warehouse at Abridge, Essex for shipment to Morocco. This contract was awarded to T.E.I.'s subsidiary company British Radio Corporation Ltd., by Societe de Fabrications Radioelectriques Marocaines.

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries

Abu Dhabi
Agency arrangements. (E.S.B. 17443/64.)
Inquiry for construction equipment; garage equipment; tyres and tubes. (E.S.B. 17481/64.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 76/64.)

Australia
Agency inquiry for plastics syringes. (E.S.B. 17707/64.)
Inquiry for cable; carbon electrodes; staloid off-cut. (E.S.B. 17126/64.)
Manufacture under licence – die cast products. (E.S.B. 23037/63.)
Manufacture under licence – automotive parts and accessories. (E.S.B. 17529/64.)
Inquiry for electronic and pneumatic control equipment. (E.S.B. 17238/64.)

Austria
Inquiry for laboratory equipment. (E.S.B. 17000/64.)

Bahrain
Agency inquiry for tyres and tubes. (E.S.B. 17915/64.)
Inquiry for fire fighting equipment. (E.S.B. 17428/64.)
Inquiry for gas cookers. (E.S.B. 17300/64.)

Bolivia
Agency inquiry for hosepipes; paint; plastics sheets. (E.S.B. 17208/64.)
Agency inquiry for barbed wire; cookers; oil lamps; motor bicycles and scooters; tiles. (E.S.B. 17210/64.)
Inquiry for machinery for manufacturing footballs. (E.S.B. 17467/64.)
Inquiry for iron; refrigerators. (E.S.B. 17209/64.)
Inquiry for automobile spare parts. (E.S.B. 17523/64.)
Inquiry for agricultural chemicals; tools; veterinary pharmaceuticals, wire fencing. (E.S.B. 17468/64.)
Hospital construction project. (E.S.B. 16756/64.)

Bulgaria
Inquiry for belt for combine harvesters. (E.S.B. 17770/64.)

Canada
Agency inquiry for hand tools. (E.S.B. 17243/64.)
Agency inquiry for paint brushes. (E.S.B. 17764/64.)
Agency inquiry for pressure gauges. (E.S.B. 16800/64.)
Inquiry for electrical equipment. (E.S.B. 17786/64.)
Inquiry for vitrified hotel ware. (E.S.B. 17717/64.)
Inquiry for cast steel balls. (E.S.B. 17129/64.)
Inquiry for interlinings. (E.S.B. 17262/64.)

Ceylon
Collaboration – hotel project. (E.S.B. 15335/64.)

Colombia
Inquiry for mobile power plant. (E.S.B. 16738/64.)

Finland
Agency inquiry for household goods; sports goods. (E.S.B. 16720/64.)
Agency inquiry for preserves. (E.S.B. 17415/64.)
Agency inquiry for portable cranes. (E.S.B. 17550/64.)

Formosa
Agency inquiry for plastics raw materials; rubber chemicals. (E.S.B. 17412/64.)
Inquiry for textile plant – further information. (E.S.B. 16151/64.)

France
Agency inquiry for organic chemicals; plastics materials; paints. (E.S.B. 4313/64.)
Agency inquiry for knitwear. (E.S.B. 17499/64.)
Agency inquiry for highway signalling equipment; road safety equipment. (E.S.B. 17256/64.)
Agency inquiry for machine tools. (E.S.B. 17148/64.)
Inquiry for beverages; foodstuffs. (E.S.B. 15815/64.)
Inquiry for slide fasteners and components. (E.S.B. 17211/64.)
Manufacture under licence – machinery and plant. (E.S.B. 14868/64.)

Germany, Federal Republic of
Agency inquiry for reproduction furniture. (E.S.B. 11445/64.)
Agency inquiry for carpets. (E.S.B. 17274/64.)
Inquiry for cutting and perforating machinery for printing industry; printing plate machines. (E.S.B. 16498/64.)

Ghana
Inquiry for dyes; screen printing plant. (E.S.B. 14735/64.)

Hong Kong
Market report on lifts and escalators. (E.S.B. 14284/64.)

India
Collaboration – grinding machines. (E.S.B. 16195/64.)

Iran
Inquiry for textile machinery. (E.S.B. 17704/64.)

Israel
Agency inquiry for domestic electrical appliances; scooters; vehicles. (E.S.B. 17430/64.)
Inquiry for generating sets (E.S.B. 17155/64.)

Italy
Agency inquiry for consumer goods; toys. (E.S.B. 17427/64.)
Agency inquiry for asbestos slabs; gaskets and joints; steam valves and condensers; thermometers; turbine emergency devices. (E.S.B. 15838/64.)
Agency inquiry for medical teaching equipment. (E.S.B. 16758/64.)
Agency inquiry for carpets. (E.S.B. 16703/64.)
Agency inquiry for foodstuffs. (E.S.B. 16858/64.)
Agency inquiry for ferro alloys; machinery and plant. (E.S.B. 17213/64.)
Agency inquiry for lead oxide. (E.S.B. 17178/64.)
Agency inquiry for testing machinery. (E.S.B. 17413/64.)
Inquiry for motor car accessories; rubber matting. (E.S.B. 17457/64.)
Market report on steel tubes and tube fittings. (E.S.B. 7434/64.)
Market report on biscuits. (E.S.B. 38903/63.)

Italy/Republic of Cameroon
Trade Agreement. (C.R.E. 6469/G.)

Jamaica
Agency inquiry for builders supplies; glass; hardware; plastics utensils; sanitaryware; metals. (E.S.B. 17264/64.)

Japan
Inquiry for fabrics; women's clothing. (E.S.B. 17760/64.)

Kenya
Agency inquiry for suitings. (E.S.B. 17203/64.)

Libya
Inquiry for fishing equipment. (E.S.B. 17576/64.)

Malaysia
Inquiry for diesel engines. (E.S.B. 16071/64.)
Inquiry for steel scrap. (E.S.B. 17247/64.)

Nigeria
Market report on motor cycles. (E.S.B. 17577/64.)

Norway
Inquiry for steel for the manufacture of springs. (E.S.B. 17452/64.)

Portugal
Inquiry for machinery and plant for aluminium industry. (E.S.B. 17808/64.)

Saudi Arabia
Agency inquiry for crawler vehicle; heavy duty equipment and spare parts. (E.S.B. 16954/64.)
Agency inquiry for carpets; carpet making machines. (E.S.B. 17528/64.)

South Africa
Agency inquiry for woollen piece goods. (E.S.B. 17431/64.)
Inquiry for catering and meat industry equipment; electrical domestic appliances; film spools; hardware; tools; watches and clocks. (E.S.B. 20244/63.)
Inquiry for engineering supplies; hardware, domestic and industrial; tools. (E.S.B. 17195/64.)

Southern Rhodesia
Agency inquiry for lingerie. (E.S.B. 16680/64.)

Spain
Inquiry for foundry machinery. (E.S.B. 17231/64.)

Sweden
Agency inquiry for carbon and graphite seals. (E.S.B. 17456/64.)
Inquiry for dresses; dress materials; suitings. (E.S.B. 17820/64.)

Switzerland
Agency inquiry for P.V.C. sheeting. (E.S.B. 17767/64.)
Agency inquiry for electronic components; machine tools; technical novelties; women's wear. (E.S.B. 17272/64.)
Agency inquiry for fabrics. (E.S.B. 17151/64.)
Inquiry for candles. (E.S.B. 17450/64.)

Tanganyika
Agency inquiry for canned foodstuffs. (E.S.B. 1612/64.)

Trucial States
Inquiry for horizontal engines; diesel engines. (E.S.B. 17194/64.)

Turkey
Inquiry for equipment for mess hall. (E.S.B. 17229/64.)
Regulations governing development of assembly plants. (E.S.B. 39330/62.)

United States
Inquiry for lamp components. (E.S.B. 7212/64.)
Manufacture under licence – pallet racks. (E.S.B. 16702/64.)
Trade exhibitions in Chicago to be visited by an Officer of The British Consulate General. (E.S.B. 17724/64.)

Venezuela
Inquiry for generating equipment; turbines. (E.S.B. 17433/64.)

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Advertisementof of Company Meeting

MARKS AND SPENCER LIMITED

SALES EXCEED £200,000,000

PROPERTIES VALUED AT £97,500,000

St Michael REGD.

THE HALLMARK OF QUALITY AND VALUE

THE THIRTY-EIGHTH ANNUAL GENERAL MEETING of the Company was held on June 11, 1964. at the Registered Offices, Michael House, Baker Street, London, W.1, Lord Marks of Broughton (Chairman and Joint Managing Director), presiding.

The following is an extract from his circulated statement:

It is gratifying to report yet another year of remarkable progress. Our sales rose to £201,494,000, an increase of £16,600,000 on last year. The net profit after taxation amounted to £12,220,000 compared with £11,105,000. The revaluation of our properties at £97,500,000 has resulted in a surplus of £33,400,000.

The cumulative investment year by year in the acquisition of properties and their gradual development into fine, modern, stores with greater selling space is bearing fruit. Along with our policy of building up a system of fine stores, the quest for even better goods and better values is being constantly pursued. This is the twin policy we have followed for many years and it has been most rewarding, not only because of the increased value of our properties, as revealed by the valuation, but also by the mounting volume of sales and profits we report annually.

'ST. MICHAEL' CLOTHING

There have been some quite striking improvements in our goods, which stem directly from the fact that we are now increasingly able to use even better and finer materials for 'St. Michael' garments.

At the end of the war, in my Annual Speech of 1945 I said:

> 'Science is producing new raw materials and new processes as well as improving existing materials. In our own field new synthetic fibres and plastic substances are being created which will generate additional demands and wants by the public. Some of these inventions are not mere substitutes but original products which open up new fields of application and manufacture.
>
> . . . We are closely watching the developments of such research in order to widen the range and improve the quality of the goods we sell'.

In 1945, the garments we were selling were based on the Utility standards and were of a quality which left much to be desired. This was a time when very little was known in the country about man-made fibres, and particularly how they could be converted into the fine fabrics we have at our disposal today. We built up a team of scientists and technologists to follow up progress in this novel and exciting textile field. I am glad to say that we are now reaping the benefits of this pioneering work as more than half of our textile sales is in garments made from man-made fibres. This is entirely new business. We are now offering our customers a wide and varied selection of new, delightful and colourful 'St. Michael' garments with easy-care properties which are so popular and so much in demand.

'ST. MICHAEL' FOODS

Our food sales reached £45,000,000, an increase of £6,000,000 on the previous year. In the last five years our sales have doubled, despite the intense competition in the food trade. This striking rate of expansion is due to the high reputation our foods have earned for their quality, freshness and value. Our customers appreciate the attractive displays and clean presentation and buy, secure in the knowledge that the brand name 'St. Michael' is a guarantee of purity and freshness.

We co-operate closely with the leading food manufacturers who share our concern for quality, freshness and hygiene. We specify the finest ingredients in order to create products of high quality. In the bakery field our suppliers are regionally sited throughout the country to facilitate speedy delivery to our stores thus ensuring the freshness of the foodstuffs we sell. Similarly 'St. Michael' fruit and vegetables are specially selected and graded, thanks to the development of modern packing stations which are strategically located at home and abroad and manned by expert staff.

These two groups are responsible for a considerable part of our food business, but in whatever field we operate we apply the same principles. We insist on high standards of hygiene throughout the chain of production and distribution and I am happy to say that we receive the fullest co-operation from our suppliers.

REVALUATION OF PROPERTIES

In July, 1963, the Board instructed Messrs. Healey & Baker and Messrs. Hillier Parker May & Rowden to carry out a valuation of the Company's properties. They have now reported that the value of the property assets is at present fairly represented in the total sum of £97,505,000.

In the course of their report, they say:

> 'This magnificent chain of stores, which has taken many years to build up forms not only a very valuable and outstanding retail group but one that in our view would be impossible to repeat under modern economic conditions.
>
> During the period since 1955 (the last revaluation) the group has been even further strengthened by the improvement whenever possible of the tenure under which every property is held.
>
> The capital expenditure incurred on such acquisitions and on new buildings, extensions and improvements has been very substantial but as the valuation figures show, the benefits, in our opinion, have been even greater and the wisdom of the policy amply confirmed.'

(Continued on facing page)

MARKS AND SPENCER LIMITED

10 YEAR STATEMENT

	YEAR ENDED 31st MARCH									
	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
SALES	£ 108,375,000	£ 119,400,000	£ 125,012,000	£ 130,429,000	£ 134,449,000	£ 148,023,000	£ 166,501,000	£ 172,828,000	£ 184,878,000	£ 201,494,000
PROFIT BEFORE TAXATION	9,268,000	10,130,000	12,806,000	14,143,000	15,059,000	17,806,000	20,495,000	21,335,000	22,455,000	25,070,000
TAXATION	4,800,000	5,175,000	7,200,000	7,950,000	7,350,000	8,725,000	10,200,000	10,800,000	11,350,000	12,850,000
NET PROFIT AFTER TAXATION	4,468,000	4,955,000	5,606,000	6,193,000	7,709,000	9,081,000	10,295,000	10,535,000	11,105,000	12,220,000
DIVIDENDS (NET)	2,365,000	2,660,000	3,181,000	3,441,000	4,132,000	5,384,000	6,381,000	7,013,000	7,745,000	8,567,000
PROFIT RETAINED	1,983,000	2,145,000	2,230,000	2,352,000	3,277,000	3,527,000	3,688,000	3,642,000	3,210,000	3,712,000
DEPRECIATION	660,000	693,000	876,000	904,000	944,000	943,000	1,015,000	1,164,000	1,413,000	1,609,000

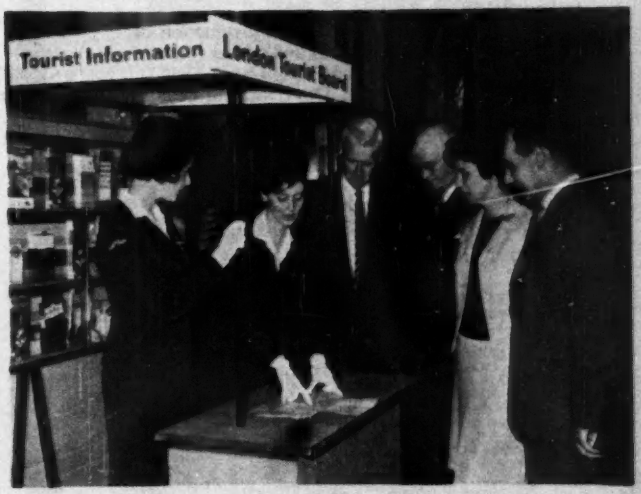
A copy of the full report can be obtained from the Secretary, Michael House, Baker Street, London. W.1.

Trade activity in Britain and abroad

One of the 120 double decker buses recently sold to the Colombo public transport authority by London Transport Executive being loaded on board the vessel 'Kostis' at Samuel Williams' Dagenham Dock. The buses will reinforce the fleet of 300 acquired by the authority five years ago.

(centre right) Business aircraft being serviced at the Cranfield base of W. H. & J. Rogers (Aviation) Ltd., of Bedford, who operate an international business aviation service and provide maintenance and charter-flight facilities for many Western European companies.

Members of the recent six-man group of British businessmen on a fact finding tour of Pakistan, sponsored by FBI, seen at the Adamjee Jute Mills (see Board of Trade Journal *June 12, pages* 1302-1303).



The London Tourist Board's new Information Bureau in the Central Inquiry Office at Victoria Station. The Board report that although the Information Bureau was set up only on May 21 it is in frequent use by visitors to London.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 *as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at* **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shoppers Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

Marks and Spencer Ltd. (*Continued*)

It is a source of considerable satisfaction to have this independent judgment of the success of our policy in regard to properties from the recognised leading authorities on shop property values.

It should be realised that we possess a considerable reserve of important and outstanding properties which have yet to be developed. The measure of this reserve can be better appreciated from the fact that it will take some four to five years at the present rate of building to carry out our programme, and will involve an investment of £20,000,000 to £25,000,000.

Although we have concentrated our developments on existing stores, we do not rule out the acquisition of good sites in other towns where we are not represented. For the time being, however, we lay greater emphasis on developing our present stores where we have successfully traded for many years and where we have built up a precious goodwill with the public.

TRIBUTE TO MANUFACTURERS

It gives me great satisfaction to be able to state again that 99 per cent of 'St. Michael' goods are made in Britain. In order to supply the vast requirements of our growing business our manufacturers are continuing to invest large sums of money in building new factories and installing modern machinery. Together, we have achieved a high degree of industrial co-operation and teamwork which we believe to be rare. We thank our friends for their valuable help and look forward to many years of fruitful association.

TRIBUTE TO STAFF

Your Board have always taken a deep and active interest in the well-being of the staff both at Head Office and in stores. We have constantly sought to create happy working conditions which generate a warm and friendly atmosphere throughout the business. Our efforts have not gone unrewarded. Your Company benefits greatly from their loyal, devoted and in many cases lifelong service and on behalf of the Board I wish to thank them most warmly and sincerely.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether:

(1) A bounty should continue to be paid on **sulphuric acid** of Australian origin.

(2) Assistance should be accorded the production of:
(a) **Non-spirituous citrus juices and syrups** (Tariff Item 16 (A)).
(b) **Flax fibre** (Tariff Item 463 (A) (2)).

Reference (1) and (2a) are of Departmental origin, reference (2b) has been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the goods mentioned at (2a) and (b) are dutiable are given below:

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
16	NON-SPIRITUOUS PREPARATIONS, viz.:			
	(A) Citrus juice:			
	(1) Lime juice, unsweetened per gallon	Free	6½d.	6½d.
	(2) Other . . . per gallon	1s. 9½d.	2s. 6d.	2s. 6d.
463	TEXTILE GOODS, viz.: Of flax or of ramie or of flax and ramie or having a textile fibre content in chief part by weight of flax or ramie or of flax and ramie, not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) Raw or processed but not spun; tow and waste:			
	*(1) Slivers or rovings *ad val.*	17½%	45% Primage duty	50%
	ad val.	Exempt	5%	10%
	(2) Other	Free	Free	Free

*This paragraph is shown for information only; it does not form part of the reference.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 3.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) C.R.E. 7600/64, (2a) C.R.E. 7701/64 and (2b) C.R.E. 7702/64.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Medicines:		
Mebanazine	285 (B) (1)	Free
Pronethalol		
GLUE:		
Fish:		
For use in the manufacture of typographic printing (process engraving) blocks or photo etched name plates, under security . .		
MISCELLANEOUS MACHINES AND APPLIANCES, viz.:		
Engines, internal combustion:		
Crude oil, high speed, of the compression ignition type or of the controlled (spark plug) ignition type, for installation in existing railway and tramway vehicles and locomotives, to replace internal combustion engines which, in the opinion of the Minister, have rendered reasonable service in Australia in such vehicles or locomotives, under security.		
Exceeding 40 horse-power, otherwise classifiable under Tariff Item 178 (B) (5):		
For installation in existing Australian-made portable air compressor plants in which the engine is direct-coupled to the plant, to replace internal combustion engines, which, in the opinion of the Minister, have rendered reasonable service in Australia in such air compressor plants, under security.	449 (A) (1)	Free
For installation in existing Australian-made road graders to replace internal combustion engines which, in the opinion of the Minister, have rendered reasonable service in Australia in such road graders, under security.		
Exceeding 60 horse-power, otherwise classifiable under Tariff Item 178 (B) (5) (b), for installation in existing Australian-made direct current arc-welding plants for use with direct current generators of Australian manufacture, to replace internal combustion engines which, in the opinion of the Minister, have rendered reasonable service in Australia, in such arc-welding plants, under welding plants, under security.		
SNIPS, of the compound leverage type, capable of cutting mild steel sheet of 0·049 inch thickness (sheet metal-working).		
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES:		
Dental chisel elevators, electrically operated, designed for the mechanical operation of dental chisels and similar tools, otherwise classifiable under Tariff Item 419 (H).		
Electro-surgical units for coagulation otherwise classifiable under Tariff Item 419 (F), viz.:		
Diathermy punches consisting of:		
Sheath with lamp carrier telescope, inlet and outlet taps.		
Detachable filiform guide.		
Pilot.		
Circular knife (Trephine).		
Mandrel for knife.		
Connecting plug for lamp current.		
Connecting plug for diathermy current.		
Hypodermic needles 25 gauge and finer otherwise classifiable under Tariff Item 419 (D) (3).		
X-ray apparatus otherwise classifiable under Tariff Item 419 (E) (3), viz:		
X-ray Bucky diaphragms.		
X-ray grids.		
Goods otherwise classifiable under Tariff Item 419 (D) (1), but not including the following goods and parts therefor unless otherwise specifically indicated:	419 (C) (2)	Free
Defilibrators.		
Defilibrators and pacemakers, combined.		

(*Continued on page* 1359)

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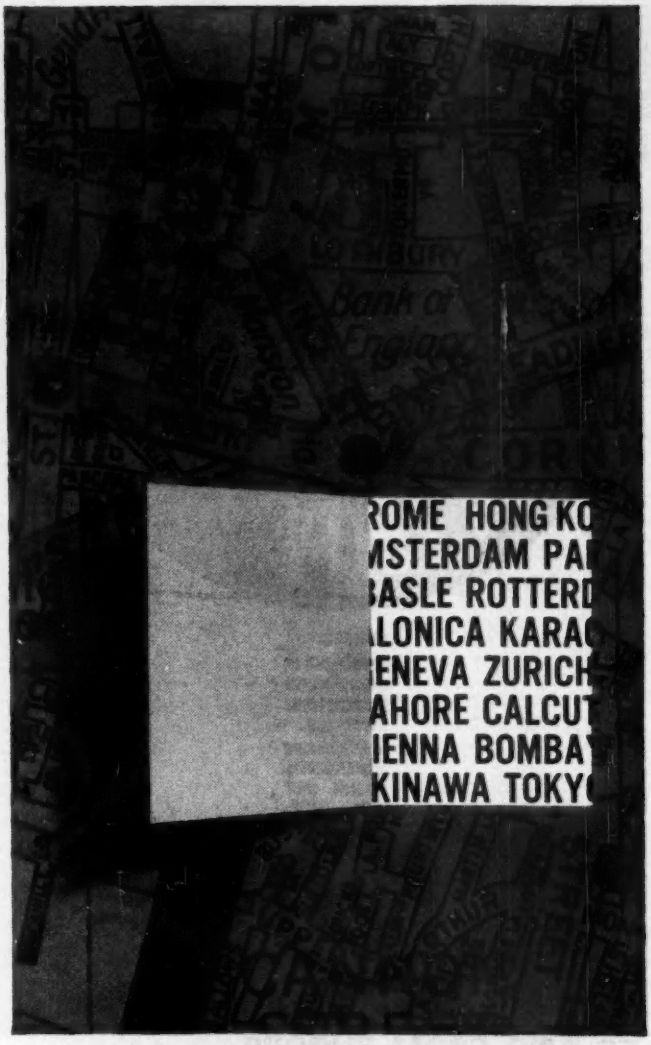

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AMERICAN EXPRESS

25 ABCHURCH LANE · LONDON, E.C.4. · TEL. MINCING LANE 2741

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Diathermy apparatus, but not excepting: Heat resisting glass electrodes for use with short wave electro-therapy apparatus. Disposable sets of the types used in connection with the transfusion or infusion or collection or storage of blood or other intravenous fluids. Electro-cardiographs, single channel. Electro-encephalographs. Examining tables in respect of which the Minister is satisfied suitably equivalent goods of Australian manufacture are reasonably available. Dental engines, foot powered. Goods to which Item 419 (C) (3) applies. Orthodontic instruments and appliances, viz.: Band strips with or without attachments, other than of austentic stainless steel. Brackets, buccal tubes, lock pins, not flanged. Pliers. Pacemakers but not excepting Implantable cardiac pacemakers. Kidney units, artificial coil, disposable.		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FILAMENTS, circular, of polyvinyl resins, for use as a substitute for bristles in the manufacture of brushware, under security	368 (A) (4) (g)	30% *ad val.*

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
EXTINGUISHERS FIRE, hand . . . . NOTE: A hand fire extinguisher is one which can be played on a fire by hand by one man. It will usually not exceed 50 lb. weight. The fact that the extinguisher may be provided with a trolley to carry it more quickly to a fire does not affect the classification of the extinguisher. The trolley is classifiable under Item 360 (C).	203 (A)	27½% *ad val.* Primage Duty 5% *ad val.*
GLASSWARE: Whiskey glasses, 2 fluid ounces, as tumblers .	250 (F) (2)	5% *ad val.*
MUSICAL INSTRUMENTS, MUSIC BOXES AND PARTS AND ACCESSORIES THEREFOR: Parts and accessories: Blower equipment comprising blower, generator, and motor, imported with and for use with pipe organs	363 (D)	12½% *ad val.*

Prefatory Notes

Ministerial Direction No. 13 under Prefatory Note 12*

1. This direction may be cited as Ministerial Direction No. 13.
2. This direction shall take effect from May 7, 1964.
3. The first and second columns of the table to paragraph 4 of Ministerial Direction No. 1, published in the *Board of Trade Journal* of September 30, 1960 (pages 774 and 775) are amended as follows:

First Column Description of Driven Units	Second Column Description of Driving Units
Under the heading 'Specific': By adding: Musical instruments covered by Item 363	All

* Published in the *Board of Trade Journal* of April 6, 1962 (page 777).

Dumping duties on fluorocarbons and phthalate plasticizers

FLUOROCARBONS and phthalate plasticizers imported into Australia have recently been made the subject of dumping duties under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 768/63 and CRE 13948/63 respectively.

Tariff changes

CHANGES HAVE been made in the Australian Tariff affecting the rates of duty payable on phthalic esters.

Full details of the changes will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industry and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
(A) Contractors' plant and quarrying machinery	(i) Bituminous sprayers
	(ii) Road brooms
	(iii) Motor control graders
	(iv) Road rollers
	(v) Grader blades
	(vi) Front and rear end loaders
	(vii) Dozer attachment for wheel tractors
	(viii) Back hoes and back fillers
	(ix) Hydraulic rippers
	(x) Earth drills for truck or tractor mounting
	(xi) Auger heads up to 6ft. in diameter for use with drilling equipment
	(xii) Towed and self-propelled pneumatic tyred rollers up to 100 tons
	(xiii) Vibrating compactors, towed and self-propelled
	(xiv) Sheepsfoot and tamping rollers
	Sanitary earthenware
(B) Ceramics	(i) Electric hotplates
(C) Domestic electrical appliances	(ii) Electric rice cookers
(D) Plastics	Polyurethane foam
(E) Bedding and bedding materials	Processed kapok

The proposal to designate (A) was announced in the *Board of Trade Journal* of November 8, 1963 (page 1060). A similar notice about (B) on November 15, 1963 (page 1118) and (C) – (E) on April 10, 1964 (page 817).

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

Restrictions on imports of sugar and molasses

THE BOARD OF TRADE have received a telegram from the British Trade Commissioner in Kuala Lumpur, Malaya informing them that in order to protect the local sugar refining industry the Malayan Government has imposed quantitative restrictions on imports of refined and unrefined sugar and molasses from all countries including the State of Singapore. These restrictions took effect from June 12. The first quota for the period July 1 to September 30, will be 35,000 metric tons. Sugar arriving between June 11 and June 30, will be granted an import licence to the amount specified on documentary evidence.

MALAYSIA (SINGAPORE)

Import of monosodium glutamate

THE BOARD OF TRADE have received a copy of Notice to Singapore importers No. 181 which amends Notice No. 179, details of which were published in the *Board of Trade Journal* of May 15, 1964 (page 1100) as follows:

The licences for June 1964 will be issued for 25 per cent of proved average monthly imports during the year 1962, i.e., half the imports allowed in May, 1964. Importers were also reminded that import licences must be obtained before orders are placed with suppliers.

INDONESIA

New system of import and foreign exchange control

A SUMMARY OF the new Indonesian system of import and foreign exchange control was published in the *Board of Trade Journal* of June 12 (page 1317). The first sentence in paragraph four should read as follows:

All the customs are *ad valorem*, calculated on C and F value and levied at one of five rates; nil, 50 per cent, 100 per cent, 300 per cent or 800 per cent.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757 Ext. 456).

INDIA

Export of mica

THE INDIAN MINISTRY of International Trade announced on May 16 that mica would be brought under compulsory trans-shipment inspection from July 1. The Mica Export Promotion Council is to issue the necessary certificates.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R.830, published in the Republic of South Africa *Government Gazette* of June 5, sets out the following amendments to the Republic's customs tariff with effect from that date:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
210	Waxes and greases: By the addition, after paragraph (d) of the following paragraphs, the existing paragraph (e) becoming paragraph (g):	Cents	Cents.	Cents
	(e) Scale wax	—	Free	—
	(f) Slack wax	—	Free	—

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICES R831, R832, and R833, published in the Republic of South Africa Government Gazette of June 5, amend the Second and Third Schedules to the customs tariff as follows:

Item	Articles	Rebate of Duty	Refund of Duty
	Second Schedule		
455	Woven worsted fabric manufacturing industry By the substitution, for the item, of the the following item: 455 Woven Worsted Fabric Manufacturing Industry: (1) Worsted yarns containing more than 50% by weight of wool	To the extent of the intermediate duty	
	(2)Worsted yarns containing more than 50% by weight of man-made staple fibre (other than rayon or cellulose acetate)	To the extent of the intermediate duty	
	(3) Mercerized yarn containing 50% or more by weight of cotton	To the extent of the intermediate duty	
491	Industry for the manufacture of clothing other than shirts, collars, pyjamas, nightdresses, knitted apparel, waterproof clothing and clothing of real or imitation fur: By the substitution, for sub-paragraph (xxvii) of paragraph (1) (a), of the following sub-paragraph: (xxvii) Woven fabrics (excluding fabrics woven from worsted yarns and plain coloured fabrics, whether or not bleached or dyed, including fabrics woven from single or plied yarns of different colours giving the fabrics a melange appearance), containing 50% or more by weight of wool or hair or wool and hair mixed: (A) Of a free-on-board price exceeding R1.10 per square yard (excluding fabrics manufactured from yarn of cotton and wool blended during the spinning process, weighing not more than 4½ozs. per square yard and containing not more than 60% by weight of wool), for the manufacture of outer garments . . .	The whole duty	
	(B) Weighing 11 ounces or more per square yard for the manufacture of women's and girls' overcoats . . .	The whole duty	
	Third Schedule		
966	Materials or articles used in the manufacture, processing or packing of goods in the Republic, as specified hereunder, on exportation of such goods: (a) to territories other than Basutoland and the Protectorates of Bechuanaland and Swaziland. By the addition, after sub-paragraph (78) of paragraph (a), of the following sub-paragraphs: (79) Brass head parts with non-rising spindle, without combined shield and cross top, used in the manufacture of plumbers' brassware . . .		The whole duty
	(80) Woven fabrics of filament yarns, used in the manufacture of seat cushions		The whole duty

REPUBLIC OF SOUTH AFRICA, *continued*

Customs tariff applications

CUSTOMS TARIFF APPLICATION Lists Nos. 369 and 370, published in the Republic of South Africa *Government Gazette* of June 5, state that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff.

1. That fine woven piece goods of a construction of 160 threads or more per square inch, woven from single yarns with a cotton count of 32's or finer or folded yarns with a resultant count of 20's or finer, shall not be regarded as having been produced or manufactured in any particular territory for the purpose of determining whether the minimum or the intermediate rates of duty apply, unless the spinning, weaving and finishing processes have been performed in that territory.
2. For the withdrawal of rebate facilities on:
   (a) yarns made from cotton (excluding cotton yarns of a count of not less than 6's cotton and not more than 50's cotton, unbleached, bleached or dyed, but not otherwise processed), cotton waste or cotton shoddy, for the manufacture of blanketing, blankets, rugs and shawls, except in respect of yarns containing more than 50 per cent by weight of cotton, cotton waste or cotton shoddy of a cotton count of not more than 1's, and
   (b) rod guides, valve bodies, piston rings and other components of sintered iron for the manufacture of shock absorbers.

Where British trade organizations are thought to be interested in item 1 they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. It is expected that the South African industries at present enjoying the rebates mentioned in item 2 will submit evidence in favour of their retention. If, however, any firm desires to make independent representations to the South African authorities on the application mentioned in item 1 and requires further information it should address its inquiry to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7584/64. Any British interests affected by the applications mentioned in item 2, who consider that they have evidence on the matter not likely to be available to the South African authorities, should communicate with the Board of Trade at the address given above, quoting reference (a) CRE 7593/64 and (b) CRE 7716/64.

Further customs tariff applications

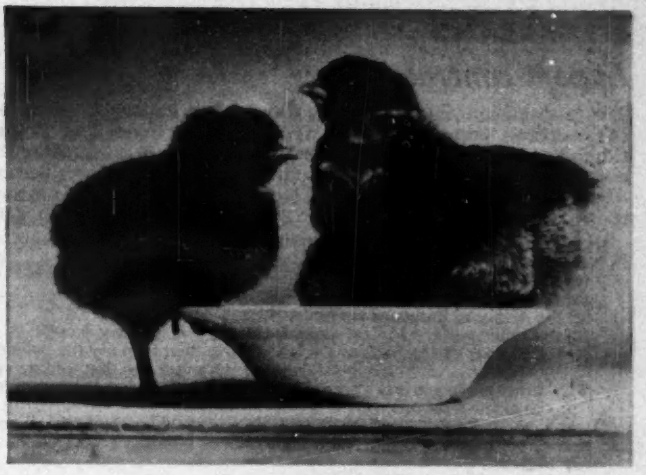
CUSTOMS TARIFF APPLICATION List No. 371, published in the Republic of South Africa *Government Gazette* of June 12, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff for increases in duty on:

1. Aluminium Powder from free to 20 per cent *ad valorem*.
2.
   (a) Electric Transformers not less than 5kVA and not exceeding 2,500kVA, with a working voltage exceeding 37·5kV, but not exceeding 100kV, from free of duty (United Kingdom) and 5 per cent *ad valorem* to 15 per cent *ad valorem* (United Kingdom) and 20 per cent *ad valorem*, and
   (b) Electric Transformers exceeding 2,500kVA, but not exceeding 17,500kVA, with a working voltage not exceeding 100kV, from free of duty (United Kingdom) and 5 per cent *ad valorem* to 15 per cent *ad valorem* (United Kingdom) and 20 per cent *ad valorem*.

Where the British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7732/64 for (1) and CRE 7733/64 for (2).

Customs tariff amendment

DETAILS were given in the *Board of Trade Journal* of June 12 (page 1316) of changes in the customs tariff caused by amendments to the customs tariff guide. The duty against sodium tripolyphosphate, now classified under tariff item 244 (f) should read 15 per cent *ad valorem*.



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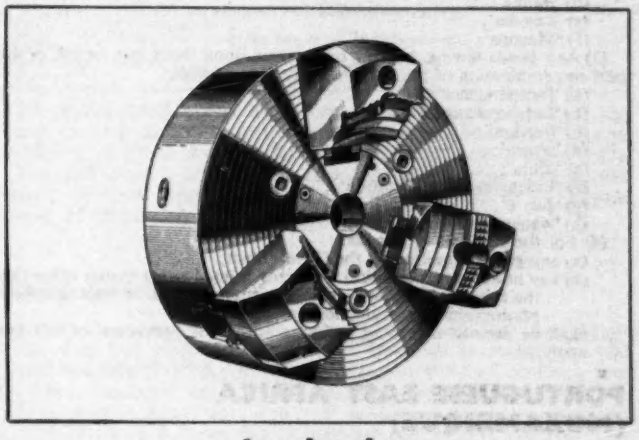

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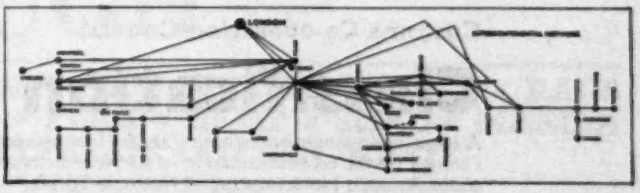

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NYASALAND

Import control

THE NYASALAND Control of Goods (Import and Export) (Commerce) (Amendment) Order, 1964 (No. 1) amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from May 18, and provides that the following goods now require an import licence issued by the Ministry of Trade and Industry to effect import from any source.

(1) Any goods having, bearing or carrying upon them any representation or likeness of any, or all, or any part, of the following:
- (a) the Prime Minister;
- (b) the National Flag of the future State of Malawi;
- (c) the Armorial Ensign of the future State of Malawi;
- (d) the emblem of the Malawi Congress Party, that is to say, a cock;
- (e) the colours of the Malawi Congress Party, that is to say the colours black, red and green successively arranged in that order, or arranged in any other order so nearly resembling that order as to be calculated to deceive.

(2) Any goods having, bearing or carrying upon them any, or all, or any part or combination of the following words or phrases:
- (a) 'Malawi';
- (b) 'Malawi Congress Party';
- (c) 'Ngwazi';
- (d) 'Banda';
- (e) 'kwacha';
- (f) 'Macopa'.

(3) Any goods having, bearing or carrying upon them any, or all, or any part or combination of the following words or phrases:
- (a) 'Independence';
- (b) 'Independence Day';
- (c) 'freedom';
- (d) 'uhuru';
- (e) 'ufulu';
- (f) 'Independence celebrations';
- (g) 'July 6';
- (h) 'wanangwa.'

(4) For the purposes of this item:
- (a) any goods imported by the Government;
- (b) any newspaper, periodical and other printed paper matter other than the following, that is to say, advertising matter or photographs or photographic reproductions or post cards,

shall be deemed not to be goods to which the provisions of this item apply.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by July 6, 1964.

District of Lourenco Marques

Banabhai Kesha or Bhana Kesha, Manibay Givan, Narbadabay Kakoo, Amarat Bai Morarji.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

SIERRA LEONE

Amendment to customs tariff

THE FIRST SCHEDULE to the Sierra Leone Customs Tariff published in the *Board of Trade Journal* of April 10, 1964 (page 812) contained the following item 19:

Item	Goods	Preferential Tariff	General Tariff
19	Lamps and lanterns (excluding electric and parts thereof)	17½% *ad val.*	20% *ad val.*

This has now been amended by Public Notice No. 39 of 1964 to read:

Item	Goods	Preferential Tariff	General Tariff
19	Lamps and lanterns (excluding electric) and parts thereof	17½% *ad val.*	20% *ad val.*

REPUBLIC OF NIGER

Import quota for matches

THE REPUBLIC OF NIGER *Journal Officiel* of February 15, 1964, contains a notice which advises that the import quota for matches for the current year, other than those made in the States of the Equatorial African Customs Union, is fixed at 2,400,000 boxes of 50 matches, or the equivalent.

Inquiries regarding this announcement should be addressed to Export Services Branch, Board of Trade, Room E. 13, Hillgate House, 35 Old Bailey, London, E.C.4.

SOUTHERN RHODESIA

Import control

THE CONTROL of Goods (Import and Export) (Commerce) (Amendment) Order, 1964 (No. 1) of June 5 amends the Third Schedule to the Control of Goods (Import and Export) (Commerce) Order, 1964, and provides that the following goods may not be imported from any source except under the authority of an import licence issued by the Ministry of Trade, Industry and Development: 'confectionery, other than chocolate, containing potable spirits.'

Visit of Ivory Coast Officials

THE VISIT TO BRITAIN of two important visitors from the Ivory Coast, announced in the *Board of Trade Journal* of June 12, will now take place from June 22 to 30.

Customs Co-operation Council

Classification Opinions

A loose-leaf volume containing classification opinions adopted by the Customs Co-operation Council on the recommendation of its Nomenclature Committee to ensure the uniform application of the Brussels Nomenclature in Customs Tariffs.

The compendium consists of two parts:

1. A numerical list set out in the order of the headings of the Brussels Nomenclature.
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The volume is amended annually to include the latest opinions adopted by the Council.

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LIBYA

Banking regulations

A REMINDER HAS BEEN ISSUED by the Bank of Libya drawing attention to Article 25 of the Banking Law 1963. This article requires that every contract, transaction or payment between residents in Libya should be deemed to be made, entered into, or executed in Libyan currency.

Foreign firms and companies doing business in Libya are also reminded that the Exchange Control Law 1955 prohibits them from making any transaction in foreign exchange without the prior permission of the Bank of Libya.

All non-resident investors should furnish to the Exchange Control Department of the Bank of Libya a statement showing the value and nature of their investment in Libya, with the date on which the investment was made and its maturity date, if any. The Bank have said that these statements should be made before June 30, 1964, and that applications to make remittances from investments in Libya may not be considered unless such declarations have been made.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

LEBANON

Measurements system to be used in the Lebanon

THE LEBANESE authorities have decreed that the measurements system to be used in all commercial and official dealings in Lebanon is to be the metric system based on the following units:

The metre	–	as the unit of length
The kilogramme	–	as the unit of quantity
The second	–	as the unit of time
The ampere	–	as the unit in electricity
The salsios	–	as the unit of heat
The candela	–	as the unit in light

The decree, however, will not apply to imported goods and goods meant for exportation.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

IRAQ

Information for visitors to Iraq

THE IRAQ MINISTRY of Foreign Affairs has issued the following instructions affecting visitors to Iraq which amend those previously published in the *Board of Trade Journal* on March 20.

A foreigner whose stay exceeds 15 days must register within 15 days of his arrival at the Directorate of Residence in Baghdad or at Residence offices in the Liwas. Foreigners whose passports are endorsed with visas marked either 'tourism' or 'visit', however, need not register unless their stay exceeds 30 days.

A foreigner whose stay does not exceed 30 days does not have to obtain an exit visa.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

FRANCE

Import of goods free of quantitative restrictions

THE FRENCH *Journal Officiel* of June 7, announced that the following goods may be imported free of quantitative restrictions from the countries of the former Organization for European Economic Co-operation, the United States of America, and Canada:

Tariff No.	Description
Ex 08.05 B	Walnuts.
Ex 08.12 B	Dried peaches, clingstones and nectarines.
Ex 08.12 D	Dried apples and pears.
Ex 15.07 B I a	Castor oil.
Ex 16.02 B I	Prepared and preserved meat of game, and rabbit.
Ex 17.04	Chewing-gum.
20.03	Fruit preserved by freezing, containing added sugar.
Ex 20.07 B IV	Pear juice.
Ex 20.07 B VI	Juice of other fruits, and vegetables.

The items listed above were temporarily liberalized during the fourth quarter of 1963 and the first quarter of 1964 (see notice in the *Board of Trade Journal* dated November 15, 1963, page 1122).

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Duty quotas

THE FRENCH *Journal Officiel* of June 11, announced that the amount of the duty-free quotas for certain hot-rolled or extruded wire rod (Tariff heading 73-15 A IV b 1) for the period July 1 to December 31, 1964, has been fixed at the following levels:

3,000 metric tones for wire rod having a diameter of 4·5 to 6 m.m. and a carbon content of 0·62 per cent to 0·74 per cent.

1,200 metric tons for wire rod of a diameter of 4·5 to 13 m.m. and containing 0·60 per cent to 1·05 per cent of carbon, 0·05 per cent or less of sulphur or phosphorus (taken together), 0.10 to 0·25 per cent of silicon and 0·1 per cent of all other components (taken together) except manganese.

The quota for used rails (Tariff heading 73-16 A II b) has been fixed at 10,000 metric tons.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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BELGIUM

Bakery and confectioners' products

A BELGIAN ROYAL DECREE dated May 20, 1964 (*Moniteur Belge* No. 101 of May 23), contains provisions regarding the preparation, weight and trading in bread and other bakery and confectioners' products derived from flour.

The decree is due to come into force on December 1, 1964.

The full text of the above-mentioned legislation (in French) may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

UNITED STATES

Trade Commission regulation relating to incandescent electric light bulbs

THE UNITED STATES Federal Trade Commission has announced that it has initiated a proceeding for the establishment of a trade regulation rule relating to certain practices in the marketing of 'long life', 'extended service', and 'standard' incandescent electric light bulbs.

A hearing will be held at 10 a.m., June 30, 1964, in Room 332 of the Federal Trade Commission Building, Washington, D.C., at which all interested parties will be given the opportunity orally to present their views on the subjects and issues involved. In addition, written views may be filed, in duplicate, with the Chief, Division of Trade Regulation Rules, Bureau of Industry Guidance, Federal Trade Commission, Washington, D.C., 20580, not later than July 14.

Stating that 'The failure to disclose the lumen or light output, the wattage, the hours of useful life of incandescent light bulbs and the employment of deceptive claims of savings through the use of certain light bulbs, may constitute unfair methods of competition and unfair or deceptive acts or practices in violation of Section 5 of the Federal Trade Commission Act', the Commission have directed that 'inquiry be made into the subjects of the marking, labelling and advertising of light bulbs for the purpose of resolving these issues'.

Any inquiries about this notice should be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Investigation of imports of watches, watch movements, etc.

THE UNITED STATES Tariff Commission have, at the request of three American firms, instituted an investigation under section 301 (b) (1) of the Trade Expansion Act of 1962 to determine whether watches, watch movements, and parts of watch movements are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry or industries producing like or directly competitive products.

A public hearing in connection with this investigation will be held beginning at 10 a.m. E.D.S.T. on July 28, 1964, in the Hearing Room, Tariff Commission Building, 8th and E. Streets, N.W., Washington, D.C. In accordance with section 201.13 of the Tariff Commission's Rules of Practice and Procedure, requests for appearances should be filed at least three days before the hearing.

Investigations are also being conducted under section 337 of the Tariff Act alleging unfair methods of competition in the importation and sales of watches, etc., as published in the *Board of Trade Journal* for May 22, 1964, and under section 351 (d) (2) of the Trade Expansion Act, the 'escape clause' review, but no date has yet been fixed for the final report on this.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Labelling of hazardous substances

THE REGULATIONS made under the United States Federal Hazardous Substances Labelling Act have been further amended to exempt from the labelling requirements of the Act certain juvenile chemistry sets. These are further amendments to those referred to in the *Board of Trade Journal* of March 2, 1962, page 478.

Further information may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Wool Products Labelling Act

THE UNITED STATES Federal Trade Commission have announced that, following the review and public hearing in January 1963, a number of rules and regulations under the Wool Products Labelling Act of 1939 are being amended with effect from June 20, 1964. These are given as rules 1, 3, 4, 8, 9, 10, 12, 13, 16, 18, 19, 20, 21, 23, 24, 25, 27, 28, 31, 32 and 33 of part 300 under the Act.

Further information can be obtained from Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 456).

Tariff rate quota for tuna fish

THE UNITED STATES Department of the Treasury have announced in a Treasury Decision (T.D. 56156) that, during the calendar year 1964, an aggregate total of 60,911,870 pounds of canned tuna (prepared or preserved in any manner, but not in oil) may be entered for consumption or withdrawn from warehouse for consumption at the tariff quota rate of duty of 12·5 per cent *ad valorem* provided for in Item No. 112.30, Tariff Schedule of the United States. Such fish imported in excess of the quota provisions will be dutiable at the rate of 25 per cent *ad valorem* under Item 112.34 of the tariff schedules.

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

(1) *Of 'a class or kind made in Canada'*:
Combustion engine driven rotary snow-blowers, whether or not self-propelled, sometimes called snow-throwers, or snow-ploughs such as are used around the home to clear sidewalks, laneways, driveways, paths.

(Ruling effective July 6, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-3, dated June 5, 1964.

(2) *Of 'a class or kind made in Canada'*:
Hand-operated fruit presses and hand-operated fruit crushers as used in the production of wine and cider.

(Ruling effective July 13, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-6-1 dated June 11, 1964.

(3) *Of 'a class or kind made in Canada'*:
Stacker cranes.

(Ruling effective July 9, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-2, dated June 8, 1964.

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MEXICO

Tax exemptions for new industries

GENERAL DECLARATIONS under the Law for the Encouragement of New and Necessary Industries granting tax exemptions for the following industries were published in the Mexican *Diario Oficial* on April 24:

1. The manufacture of wheels and rims for automobiles and trucks.
2. The manufacture of copper plated high carbon steel wires.

Both industries are declared to be new industries and exemptions will be granted for seven years.

Exemptions from payment of import duties (100 per cent), stamp tax (100 per cent), sales tax (100 per cent) and income tax, Schedule II (30 per cent) will be granted to interested firms subject to their compliance with the following requirements:—

(a) They must maintain the capital structure of their company in such a form that it does not affect, in the opinion of the Ministry of Industry and Commerce and the Ministry of Finance, the net balance of payments of the country by the exportation of foreign exchange in the form of royalties, technical services, patent rights, interests, etc.

(b) Payments abroad in connection with the purchase or use of patent rights, trade marks, technical assistance, etc., whether in the form of royalties, participation in production, sales or profits, in interest or under other names, whether in goods, in stocks, in credit or in cash, will be limited to the percentage of sales, which the Ministry of Industry and Commerce and the Ministry of Finance shall jointly determine.

(c) For the first year only, which year will be calculated from the date of publication of the relative Individual Declaration in the *Diario Oficial*, one foreign technician may be employed on the production side of the enterprise. When the services of foreigners are required in other activities than production, they can be employed for the maximum period of two years, which period is unextendable.
Industry No. 1 only
In order that production does not suffer a set-back on the termination of employment of the above mentioned foreign personnel, the companies who avail themselves of the benefits of this Declaration are obliged to arrange for the foreign personnel to train at least two Mexicans for each position held by a foreigner.

(d) Total payments to foreign personnel in respect of salaries, honoraria, bonuses, services, etc. must not exceed 8 per cent (Industry No. 2 – 10 per cent) of the total wage for all personnel engaged in the activities for which the exemptions are granted.

(e) Compliance with the standards of quality established by the Ministry of Industry and Commerce.

JAMAICA

Import licensing arrangements for barbed wire

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition to item 42 of the following as paragraph (1):—

(1) Barbed wire.

Inquiries about the above notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CHILE

Exchange regulations

IT HAS BEEN reported by HM Embassy in Santiago that the Executive Committee of the Central Bank has ruled (in Circular No. 369 of May 27, 1964) that banks may make forward exchange contracts at 45 days with the Central Bank, for all goods, irrespective of the percentage of prior deposit to which they are subject, which are covered by bills of lading dated up to 120 days prior to June 30, 1963.

This measure will ensure that foreign exchange will become available on a fixed date and at a predetermined rate.

British Trade Correspondent in Newfoundland

MR. A. G. AYRE has now been appointed British Trade Correspondent in Newfoundland. Correspondence should be addressed to: Mr. A. G. Ayre, British Trade Correspondent, Newfoundland Board of Trade, St. John's, Newfoundland, Canada.

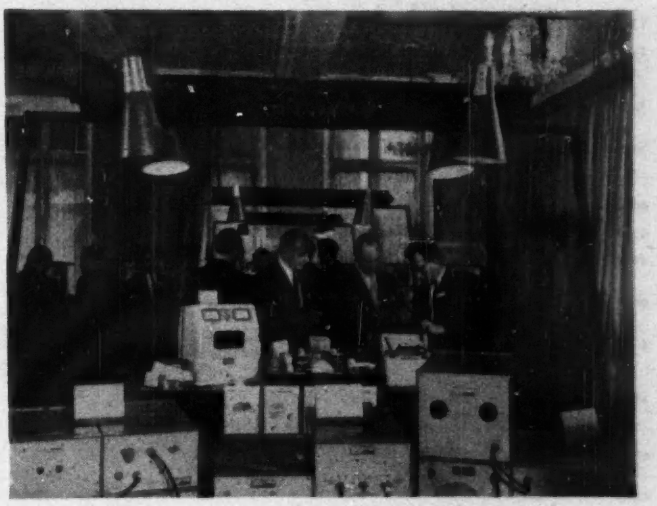
ECUADOR

Import list amendments

THE BRITISH EMBASSY in Caracas informs us that an amendment has been made to List II of the Ecuadorean Import Lists as follows:

Paragraph 892-b-2: Bodies for motor vehicles.

The prior deposit for the import of these articles is now reduced from 100 per cent of the c.i.f. value to 50 per cent as from May 22, 1964.



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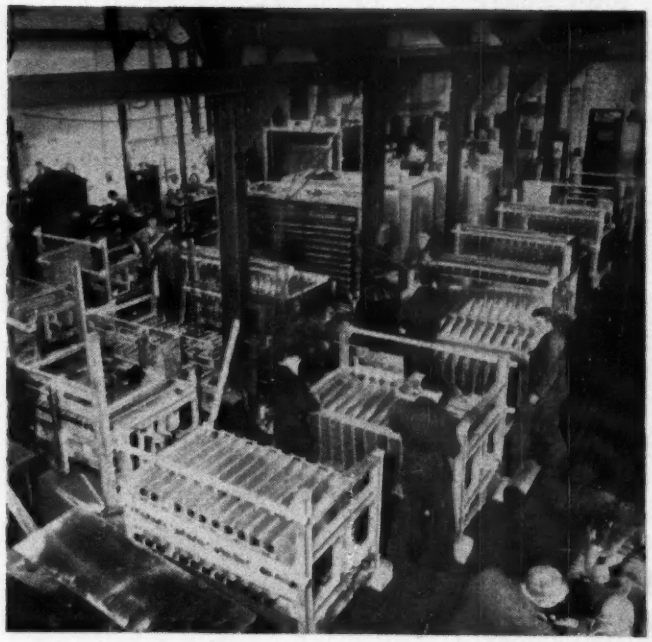
ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decrees Nos. 3013, 3015, 3016 and 3017, of April 27, 1964, modify and add to the lists attached to Decree No. 5439/59, as follows:

Tariff No.	Item
	Decree No. 3013
	Exclude from List: 4
1346	Chains, with steel rollers, and so-called silent chains.
	Include in List 5:
1346	Chains, with steel rollers, and so-called silent chains, excluding chains with steel rollers and so-called silent chains with a pitch of 12·7 mm. by 3·1 mm. in width (½ in. by ⅛ in.).
	Exclude from List 5:
5039	Powder with the character of soya flour and possessing an antibiotic activity expressed as 1,800,000 units of hygromycin ('Hygromix').
	Include in List 4:
5039	Powder with the character of soya flour and possessing an antibiotic activity expressed as 1,800,000 units of hygromycin, called commercially 'Hygromix' and similar products.
	Exclude from List 3:
4600	Powder with the character of citrus pectin.
	Include in List 3:
4600	Pectin in powder form.
	Exclude from List 3:
4979	Demineralized whey, in powder form, with added lactose (81 per cent) ('Green demineralized whey').
	Include in List 3:
4979	Demineralized whey, in powder form, with added lactose, not less than 76 per cent ('Green demineralized whey').
	Include in List 3:
4587 bis	(LXV) Prometryne in not less than 50 per cent concentration, and (LXVI) propazine in not less than 50 per cent concentration.
	Decree No. 3015
	Include in List 1:
4844	Oral anti-poliomyelitis vaccine, sabin type and similar products.
	Exclude from List 4:
4556	Cyclohexanone peroxide and ethyl methyl ketone peroxide only.
	Include in List 4:
4556	Cyclohexanone peroxide and ethyl methyl ketone peroxide, in the form of solutions.
	Exclude from List 3:
4844	Staphylococcus aureus toxoid (vaccine composed of cultures, detoxified and treated with formaldehyde).
	Include in List 3:
4844	Staphylococcus aureus toxoid (vaccine composed of cultures, detoxified and treated with formaldehyde), for veterinary use.
	Include in List 8:
4874	Titanium dioxide in granules, in not less than 99·9 per cent concentration called calcined ilmenite (*sic*) and similar products.
	Exclude from List 3:
2226	Wire, of steel, nickel-chrome or nickelin, excluding wire made of silver and its alloys and magnetic wire, whether or not recorded.
	Include in List:
2226	Wire, if steel, nickel-chrome or nickelin with or without the protection of insulation or linings of any material, excluding wire made of silver and its alloys and magnetic wire, whether or not recoiled.
	Exclude from List 3:
2275	Meters, apparatus or instruments for measuring electric current and those for controlling electric current or measuring electric resistance, intensity, etc., including those for light, whether or not complete, but excluding relays of any type and other apparatus or item not specially mentioned in other items or lists.
	Include in List 3:
2275	Meters, apparatus or instruments for measuring electric current and those for controlling electric current or measuring electric resistance, intensity, etc., including those for light, whether or not complete, but excluding relays of any type and any other apparatus or item specially mentioned in other items or lists.
	Modify text in List 3:
4788 bis	Azinphos-ethyl, wettable powder, in not less than 25 per cent concentration, known commercially as 'Gusathion A,' for azinphos-ethyl, wettable powder, in not less than 25 per cent concentration.
	Include in List 8:
2352	Saw chains for felling trees.
	Decree No. 3016
	Include in List 4:
4566	Aromatic extract in powder form composed of lemon oil and certain components of lemon juice, upon a supporting base with the character of vegetable gum.
	Include in List 4:
4455	Copper sodium chlorophyllin, in not less than 90 per cent concentration.
	Include in List 8:
2269 bis and 2270 bis	Electrographitic carbon plates. The surcharge shall be calculated on the basis of U.S.$3·50 per kg.
	Decree N. 3017
	Exclude in List 2:
4844	Erythromycin stearate in sera and vaccines for human therapy only.
	Include in List 2:
4844	Erythromycin stearate in sera and vaccines.
	Include in List 3:
1799-802	Machines for classifying (?) documents in general.
	Exclude from List 1:
4271	Fats and tallows and/or fatty acids of animal origin.
	Include in List 1:
4271	Fats and tallows and/or fatty acids (palmitic, stearic and oleic acids only).
	Include in List 4:
4563	Fluid extract of *melilotus officinalis*.
	Include in List 4:
4878	Ointment base of *melilotus officinalis*.
	Exclude from List 2:
4588	Cyclopropane and other anaesthetic gases in bulk, with the exception of nitrous oxide.
	Included in List 2:
4588	Cyclopropane and other anaesthetic gases, with the exception of nitrous oxide in containers with a volume greater than 4,000 litres.
	Exclude from Decree No. 4557/60:
4317	'Bisulfuro de dibenzotiacidilo' (left in the original Spanish as this chemical cannot be identified).
	Exclude from List 2:
4231	Sheets of optical glass only, excluding bifocal sheets in the rough (*en bruto*) and partly worked sheets.
	Include in List 2:
4231	Sheets and blocks of optical glass, excluding only bifocal glass in the rough (*en bruto*), partly worked glass and sheets of up to 0·2 mm. in thickness.
	Include in List 8:
4231	Sheets of optical glass up to 0·2 mm. in thickness.

British firms large export production



Vertical and horizontal plate freezers being assembled at the Grimsby works of Jackstone Froster Ltd., a Ross Group company. These freezers are mainly for installation in trawlers for the quick freezing at sea of whole fish and fish fillets. Over 68 per cent of current production is for export – some of the countries for whom export orders are in hand are France, Germany, Italy, Norway, Poland, Portugal and Spain.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
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By industry – provisional (Q)	12 June 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	29 May 1964
Catering trades turnover (M)	This week
Chemical industries production (6-M)	15 May 1964
Companies:	
Income and finance (Q)	1 May 1964
New companies registered (M)	22 May 1964
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	29 May 1964
Film industry:	
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Assets and liabilities of HP companies (Q)	5 June 1964
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Board of Trade Departments, etc.

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British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	12 June 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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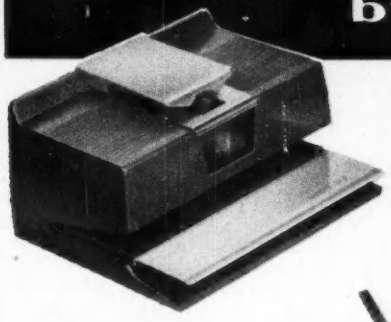

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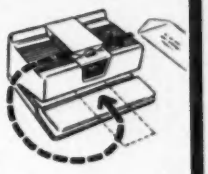

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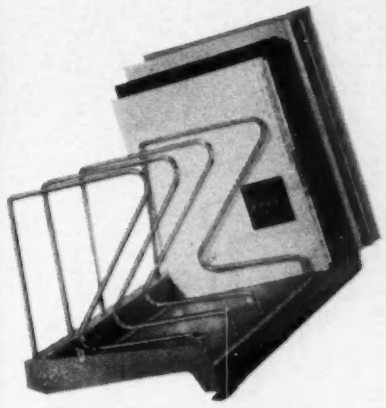

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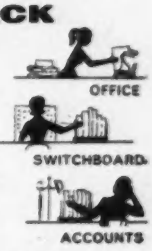

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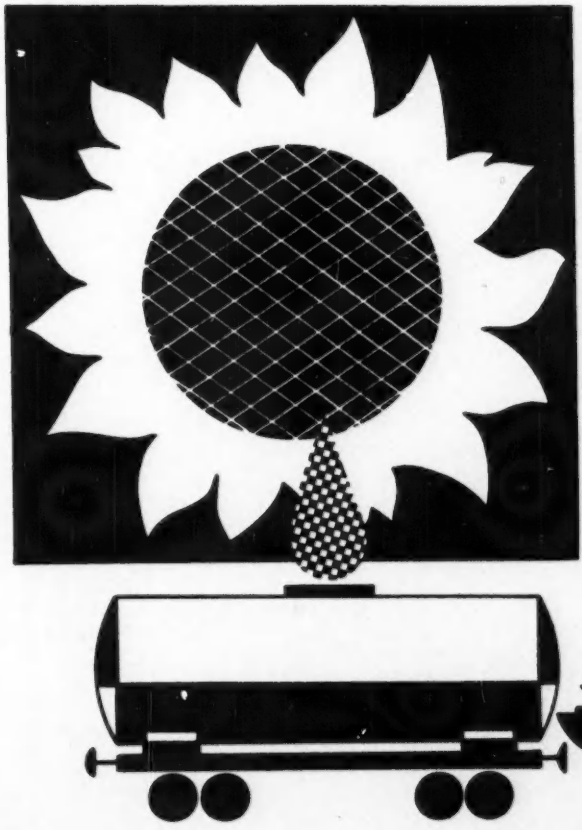

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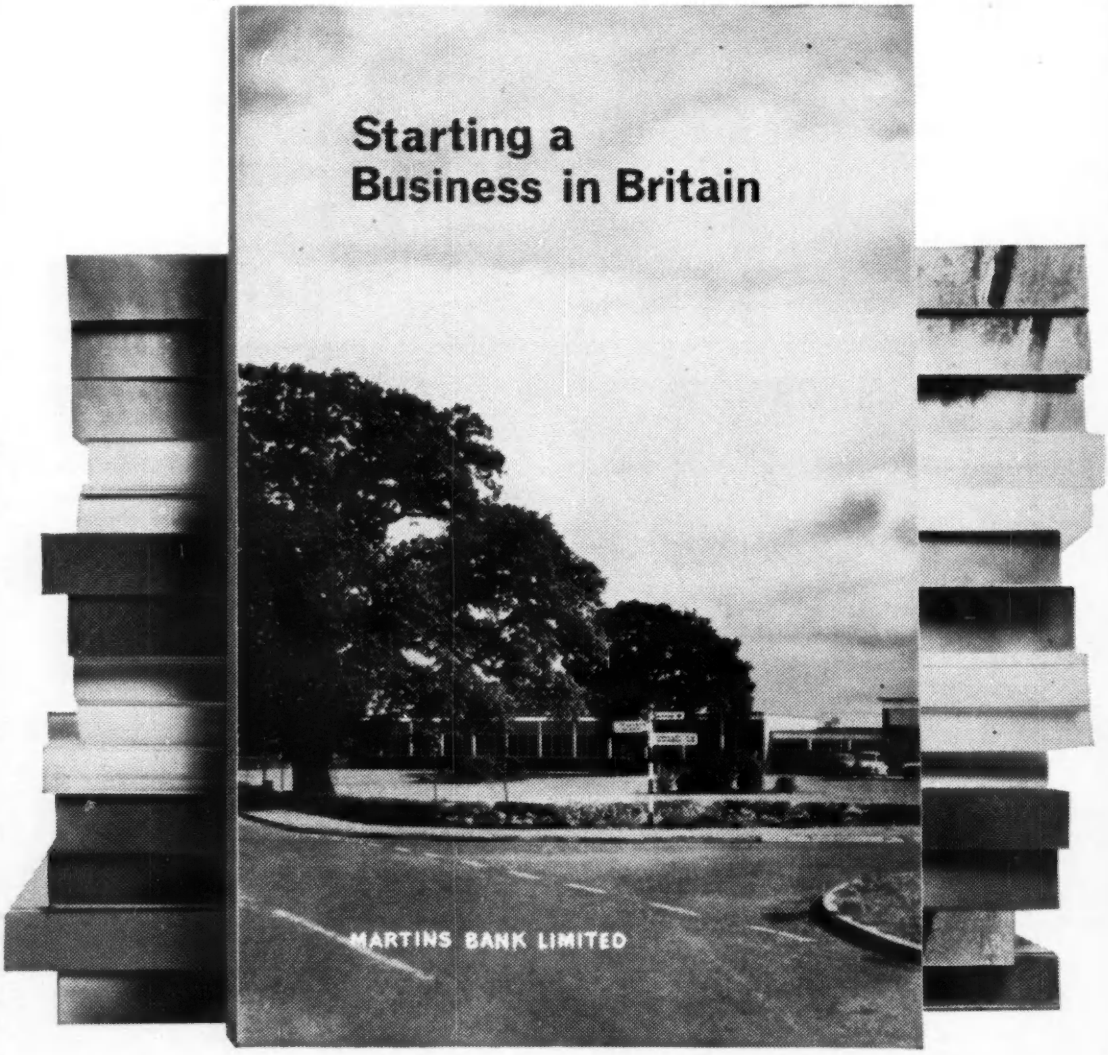

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